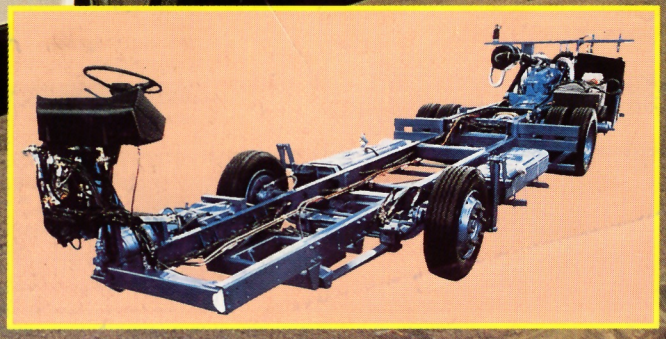
COACH MART

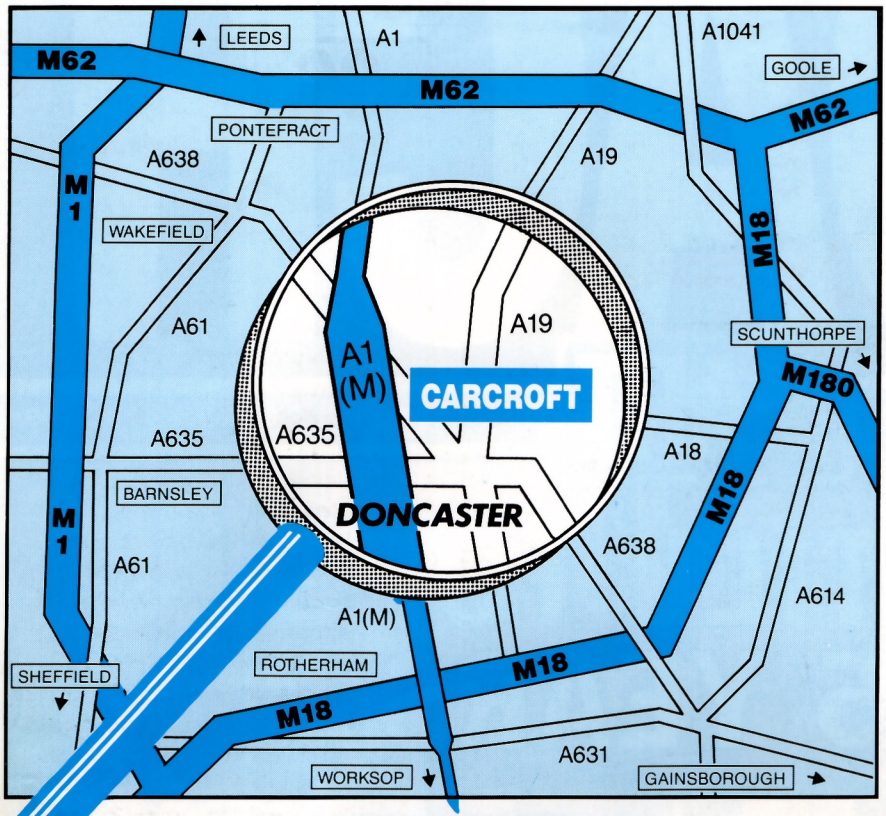
The weekly for the coach industry

Issue 661 £1 October 17th, 1991

SETRA STILL TOPS AFTER 15 YEARS



Volvo launches coach option on midi chassis



OUR NEW SPOT ON THE MAP...

We will be moving to our new operational base in CARCROFT Doncaster on October 28th 1991.
Full sales, repairs and parts back-up will be available for BOVA, VAN HOOL and VOLVO coaches in addition to our range of quality used luxury coaches.

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Transliner, Mercedes V8 engine, 48/49 recliners, toilet, full spec, choice of two.

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Details of these vehicles are continually updated, as they are exchanged, MoT'd and/or refurbished.

Send for our latest list – or come and inspect at your leisure.

AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. MoT 03.10.91. Stock No. 0006.

VOLVO

1983 B10M Jonckheere P599, 48 seats, 6 speed gearbox, curtains, toilet, drinnks machine, MoT 29.11.91. Stock No. R037.
1983 Volvo B10M 12 metre, 57 seater, Duple Laser, PA/radio/cassette, 6 speed ZF manual gearbox, MoT 15.07.92. Stock No. 1074.
1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, MoT 17.12.91. Stock No. 0012.
1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers, MoT 03.10.91. Stock No. 1047.

BEDFORD

1980 PJK, 29 seat, Duple Dom, Stock No. 0007.
1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1982 Duple Dominant, 51 reclining seats, 6 spd gearbox, side lockers, MoT 21.01.92. Stock No. 9033.
1981 Plaxton, 53 seats, 5 spd split gearbox, autumn tint moquette, side lockers, MoT 13.06.92. Stock No. 1073.
1981 Leopard Duple Dominant, 53 seats, 6 speed ZF g/box, red moq, livery white. Stock No. M9012.
1981 Leopard Plaxton Supreme, 12 metre, 49 recliners, 6 speed ZF gearbox, cream interior, autumn tint moquette. MoT 25.10.91. Stock No. 9011.
1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat.

SETRA

1987 S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

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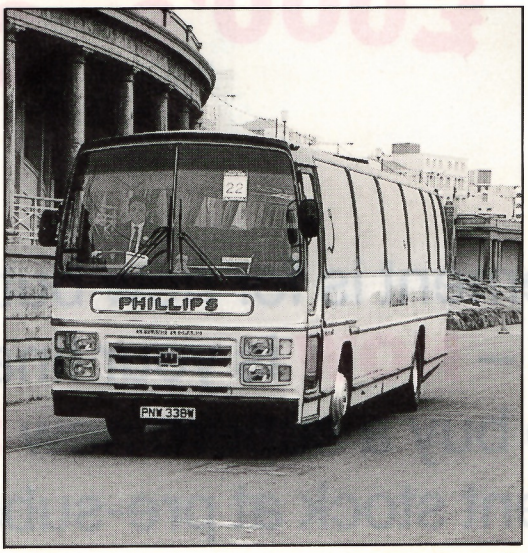

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Putting the Setra to the test

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COMMENT

BUS & Coach 91 and the Belgian Bus Fair promise to be two of the most exciting - and important - shows in the history of the industry.

Despite suffering the worst 18 months in living memory, manufacturers at home and abroad have produced a plethora of new vehicles to display at the National Exhibition Centre in Birmingham and in Kortrijk. That commitment underlines their basic confidence in the long term future of the industry.

The travelling public are now demanding better standards and the models on display reflect the shift with levels of comfort and safety which have hithertoo been unparalled.

The manufacturers have picked up the challenge with an array of new vehicles, but it is time for the coach operators to justify that faith and go out and earn money to pay for them.

THE recent departure of Chris Wales (page six) and Tony Seaman (*Coachmart*, October 10) from Stena Sealink's group sales department adds to a long list of senior staff who have fallen victim to the ongoing cuts at the ferry company.

Surely at a time when Stena Sealink is investing some £180 million in high quality ferries, coach operators should be able to expect high quality consistent service from the group sales department, rather than the current picture of changing staff. Isn't it said that good relationships build good business?

COACH Europe seems to be a company which won't lie down (page six).

The ILG company which sank, weighed down by Air Europe's debts, was itself fairly profitable. Managing director, Paul Cresswell, was swift to snap up the name but that seemed to be the end of his interest.

But Mr Cresswell is no less committed to Harry Goodman's vision of a high-quality European express network than he was then. Slowly and surely he is piecing together a new plan.

Mr Cresswell himself has been more interested in working on Coach Europe than talking about it, but a senior sales executive in the travel trade who has seen his plans told *Coachmart* he is convinced they are both ambitious and viable.

It remains to be seen whether this is borne out in results, and whether Eurolines reacts when the coaches begin running. But if profits are the result of commitment, Coach Europe should have little to worry about.

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■EXPRESS SERVICES

Crosville Wales quits National Express work

CROSVILLE Wales has stepped out of National Express coaching, passing all its vehicles on to sister company, Amberline, in the latest Drawlane shake-up.

Managing director, John Rimmington, confirmed that seven Expressliners, three Duple 325s and three Neoplan deckers - the latter hired from Amberline - would be leaving the company at the end of the month. The result will be an unknown number of redundancies.

'We are passing 11 diagrams to Amberline,' said Mr Rimmington. 'This will lead to redundancies, but certainly fewer than 10.

'This does mean we have lost a substantial amount of turnover but it allows simplification of our affairs. Our bus services have been developing all the time, and this summer we moved into profitability.'

Mr Rimmington said he had doubled on services run right into the heart of competitor Wright's territory: 'This has turned out to be the best minibus service we run,' he said.

He said that rumours of the sale of Crosville Wales - a National Express-owned company which was split from the group when the Drawlane-led consortium bought NE - were unfounded.

He had no information that Crosville's new owner, The Welsh Bus Company which is itself owned by Drawlane directors, was looking at selling the firm.

■TOURS

Horseman expects a record-breaking year

BERKSHIRE'S leading coach operator claims that EuroDisney and Floriade will turn 1992 into a record-breaking year.

Keith Horseman, managing director of Reading-based Horseman Coaches, told *Coachmart:* '1992 is pitched to be a record year for us. We are committed to 35 Disney tours starting in May and Floriade in Amsterdam is going to be big next year. Booking levels are very encouraging.'

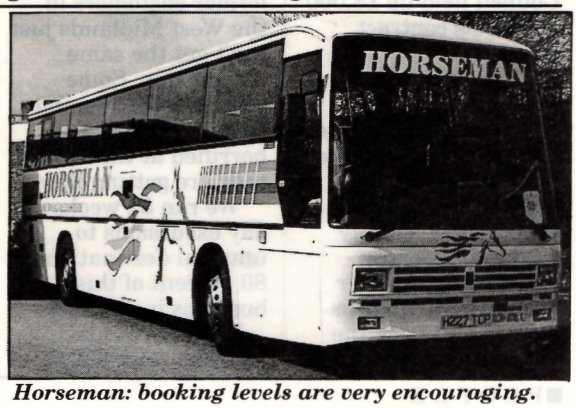
Horseman is upgrading five Duple 340-bodied DAFs to 'exec' format for the Disney work. These coaches were 57-seaters for pop concert business, but Mr Horseman has reserved judgement on replacement vehicles because of uncertainties in this high-risk market sector.

Although the recession has cut Horseman profits by 15 percent during the past six months, Mr Horseman is confident that, helped by low-gearing, company growth will quickly return to earlier levels.

He said: 'Up to April profit was up 23.4 percent on 1990 which was our best year.

'Our finance commitment is falling. On the open market our fleet valuation is £3 million and in December 1992 we shall have less than 15 percent secured on finance.

'In 1991 we have sustained record levels of depreciation, yet we will have turned-in record profits. From now on the profit and loss account will look even better.'



Horseman: booking levels are very encouraging.

■COACH

Tayside in coach drama

TAYSIDE Public Transport turned a crisis into a drama after a coach trip went wrong.

A weekend run to Blackpool brought front-page headlines in the papers after the coach toilet overflowed and leaked onto a suitcase in the lockers.

'It had gone out without enough water on it,' said TPT managing director, Sandy Strachan.

'We filled it up at Perth but then the group managed to choke it with paper towels.

'On the way back, we hit a further problem. The same group decided they had to have a coach with a toilet, but the vehicle available had fewer seats. Since there were more than 50 aboard, that left several having to take a different coach.'

TPT was unable to stop the story reaching the papers but immediately reacted by inviting four of the aggrieved group to the depot.

'We think it's important to visit people and pay compensation as soon as possible,' said Mr Strachan.

The result was not one but two positive stories in the same paper, one from the group saying they had been 'well treated', and another - a letter from a pensioner - praising TPT's Blackpool coaching service.

'It was a genuine problem and we reacted to it in a genuine way,' said Mr Strachan.

■COACH

Hills' assets expected to go on sale

HILLS of Tredegar will almost certainly be split up and its assets sold, say industry sources.

The insolvency, which shook coaching, seems set to end with the assets of Hills being sold off. Administrator, Touche Ross, is predicting a decision by the end of this week... and the result will be the end of an era founded by Harry Hill, and built on the 'black gold' of Rhondda mining contracts.

Midland Fox was tight-lipped over stories that it would take on the coaches - many leased - but Hills' local services were being duplicated by registrations from Red and White.

Local operator, Parfitts of Rhymney, confirmed that it had hired vehicles to Hills but said it would not register similar services while Hills was still operating: 'We've known the Hill family for many years, and we are saddened by the whole affair,' said Alwyn Parfitt.

Hills' property is said to have value for development, with several local companies expressing an interest.

■BUYOUT

WMT sale shock

AS the sale of West Midlands Travel to its employees enters its final stages, it has been revealed that an offer - worth £25 million more than the MEBO bid - had been turned down by the sellers, the WMPTA.

Find out who was - and still is - prepared to pay at least £85 million for WMT in the latest issue of *Bus Business.* Subscription details on 0733 63100.

BRIEFS

● OVER 7,000 people attended an open day at Strathclyde Buses' Parkhead depot.

The event, which also raised more than £500 for local charities, featured 30 exhibitors and vehicles provided by the Scottish Vintage Bus Museum.

● WEST Midlands Travel has ordered 10 fully automatic bus washing machines from Smith Bros & Webb of Alcester.

They will be installed in WMT's depots in Birmingham, Coventry and West Bromwich.

● AUTOGLASS, which provides windscreens for the bus and coach industry, has been given the go-ahead to acquire Lakeland Windscreens from National Windscreens.

The director general of Fair Trading, Sir Gordon Borrie, has decided not to refer the takeover to the Monopolies and Mergers Commission.

● GREATER Manchester Passenger Transport Authority is to raise its concessionary fares by 3p to 20p within the next month.

The increase has been sanctioned to try and claw back an £8.1 million budget gap. The GMPTA is still £5 million short of its target.

● THE Metropolitan Police has warned coach drivers that the Blackwall Tunnel will be closed for the night of October 26 and 27 and that resurfacing work is to take place on the south approach from October 9 for the next seven weeks.

● READING Buses lost £211,000 in 1990/91 but made up the shortfall in operating profit with almost £1 million in land sales. Forty redundancies cost the municipal £750,000. A company spokesman said income dropped six percent but the trading position was now good.

■COACH

Recession is hitting passengers

ALAN Phillips, the head of Halesowen-based Phillips International, claims that coach customers are getting a poorer service because the recession is now hitting the good operators.

Phillips International collapsed at the end of August with an escalating cash flow problem. Mr Phillips, who ran the business with his wife Celia, says nine travel agents went down owing money in 1990 and Dudley Metropolitan Borough Council held up £8,000 of schools contract money.

After 14 years, Phillips closed its doors for the last time, laid-off seven staff, and put its fleet on the market. For sale are six coaches - mainly Leyland Leopards - and a Freight Rover minibus. Mr Phillips said: 'I sent back the O-licence because I felt we were not earning enough to maintain these vehicles.'

Phillips International: fleet is on the market.

Mr Phillips claims his standards were too high. He told *Coachmart:* 'What is worrying me is that my former customers in the West Midlands just can't get the same satisfaction. Some schools have rung me because they are horrified at the service they are getting now.

'We ran 52 weeks of day excursions to unusual destinations - 80 percent of this business is now lost.'

He believes his troubles started last September. '1990 was a bad year with the travel agents' bad debts. A cash flow problem was created so we went out and got more school work.

'There was no problem with payments until May when the bill was quite substantial and Dudley Metropolitan Borough Council delayed payment.

'We'd got work for our tours and excursions right through to next July. What crippled us was the local authority.'

By the third week in August Mr Phillips says he was owed £8,000 which was needed to pay a fuel bill. Disheartened by the financial worries and the dispute with the council, the business was wound-up. He said: 'I've had the heart kicked out of me.'

Maureen Siviter, deputy supplies officer for Dudley MBC, confirmed the delay in paying Phillips money.

She explained: 'The dispute is about some journeys being claimed. The May invoice has now been paid, but June is waiting for verification.' Dudley requires confirmation from both school and swimming baths before it pays on swimming contracts.

Taking a wider view of coach company liquidations, Mr Phillips added:

'What's worrying me is that it's the good operators who are going.'

■PEOPLE

Watkiss leaves Van Hool

VAN Hool (UK) has lost another senior member of staff to a rival British company.

The Belgian-based bus and coach manufacturer, which lost its managing director, Vernon Edwards, to Dennis Specialist Vehicles earlier this month *(Coachmart,* September 26), has been hit by the defection of Malcolm Watkiss to Plaxton Coach & Bus.

Mr Watkiss (37) joined the Scarborough-based company this week as area sales manager. He was regional sales manager with Van Hool (UK) and based in its British base in Wellingborough.

Involved in the industry for over 15 years, Mr Watkiss started his career with Vincent Greenhous before moving to Van Hool.

Wales is sad to leave

FORMER Sealink Stena man Chris Wales said he was 'disappointed' at the company's decision to ask him to leave.

The acting sales director said Sealink's apparent disbandment of the sales-led initiative was 'surprising.'

'It certainly would appear that they have disbanded a sophisticated sales support team,' he said.

'The remaining people are not known to ferry customers.'

■COACH

Coach Europe name remains

COACH Europe is alive and well - says the company which bought it, County Travel.

Former ILG man, Paul Cresswell, says the Coach Europe name is being retained for a new express coaching operation which he hopes to launch in 1992, but with an eye to 1993 for major growth.

'Coach Europe is certainly not dead and buried. We are now in discussion with a number of parties in Western and Eastern Europe with regard to establishing a network... one in which you can make bookings outside of the UK.

'The key to any service is not the coaches but the infrastructure. For that reason, we will begin an operation in some limited form, building a skeleton in 1992 and fleshing the bones in '93,' he said.

With fellow director Dave Spoor, former ILG coaching manager, John Iliffe, coach salesman, Alan Wilson, and involvement from others on a consultancy basis, Mr Cresswell is hoping to take up where ILG left off. Funding is coming from consultancy work, maintenance and repairs at County Travel's Leicester base, and other coaching interests.

■FIXTURES

Coachmart packs them in for Kortrijk show...

COACHMART **readers getting into gear for the special trip to Kortrijk this weekend will enjoy the hospitality of P&O European Ferries, Jonckheere in Belgium, and Midland United Transport.**

Our two coaches will leave the National Exhibition Centre in Birmingham on Sunday at the close of Coach & Bus '91.

Operators from the four corners of the British Isles will be among the 106 passengers to Kortrijk.

They are reminded that they must assemble at P&O's stand (a Metroliner hospitality coach) in time for departure at 16.00 hours.

From there we will travel down to Felixstowe for the overnight ferry crossing to Zeebrugge.

Anyone who has booked, but who is unable to go, must let Sue Cleaver at Midland United know as soon as possible.

We have a substantial number of disappointed readers who left it too late to book on the trip.

They are anxiously waiting for news of any spare places, so we don't want any empty seats.

Sue Cleaver makes two special pleas: don't stock up with food and drink before you start because there's a full hostess service and a bar; note that both coaches are strictly non smoking.

For those travelling to and from Birmingham in their own cars, there is a problem with long-term car parking near the NEC, but Midland United can make arrangements in nearby Water Orton.

Overnight accommodation can be booked. Again, in both cases, ring Sue Cleaver in plenty of time.

Midland United's Jonckheere: both companies are supporting Coachmart's trip.

Reclining seats have been reserved on the outward ferry - cabins are only bookable at the time of travel.

We will hopefully enjoy light refreshments and breakfast before arrival in Belgium. Then it is full steam ahead for Kortrijk and a full day at the show where a lunchtime snack will be available on the Jonckheere stand.

The hotel in Ostende is based on twin rooms (anyone wishing a single will be able to arrange this at the hotel) with breakfast.

For those who've still got the energy (hopefully everyone), we have arranged a LOW-COST extra - a night out at the Flemish Inn.

As Tuesday dawns the two coaches will break the return journey to Calais with a short stop at the hypermarket.

Finally the whistle-stop tour pulls to a halt back in Birmingham late on Tuesday evening.

Everyone will be expected to join the trip direct at the NEC and return to the same spot.

Should any passenger wish a different arrangement, then discuss your requirements before you leave.

● CONTACT: Sue Cleaver at Midland United -Tel: 021 748 5767.

... as Roger Freeman opens Bus & Coach '91

MINISTER for Public Transport, Roger Freeman, will open this week's Bus & Coach '91 show, which starts on Friday at the National Exhibition Centre in Birmingham.

It promises to be one of the most exciting bus and coach shows in history with an unprecedented string of new vehicle launches.

Plaxton, Volvo, Optare, Iveco, Mercedes and Walter Alexander all have vehicles making their debuts at the show.

As well as new vehicle launches, there are plenty of other technological advances to witnesss.

And don't forget to visit the *Coachmart* stand where we will be promoting a special subscription offer for *Coachmart*.

Tickets for our seminar, which takes place on Thursday, November 7, will also be for sale - for more seminar details, turn to page 10.

The *Coachmart* stand is 312 in Hall Five, but locating it should not be difficult if you take our Bus & Coach '91 Show Product Locator with you to Birmingham.

And if you can't visit all the stands, don't forget you can use the Product Locator's Reply Card to obtain details of any products you miss.

Don't forget the opening times for the show are: Friday and Saturday - 9.30 to 1700; Sunday - 9.30 to 1600.

■BRIEFS

● THE Bus & Coach Council has appointed Steve Rooney as its senior public affairs officer.

Mr Rooney has taken over from Liam Fitzpatrick and will be responsible for the BCC's newsletter, 'Platform'.

● A DUTCH transport consultant will be talking about buses in the Netherlands at a meeting of transport co-ordinators in London on November 28.

The Association of Transport Co-ordinating Officers' winter meeting will also host speaker, Russell Kilvington, from transport consultant, Steer Davies Gleave.

Fee is £70 including lunch. Details from the association, Tel: 0604 236711.

● KINGSTON upon Hull City Transport has two of its top men at the top of local organisations.

KHCT engineering director, Bob Irwin, is chairman of the Humberside CIT, while group marketing manager, Colin Green, is chairman of the Humberside Chartered Institute of Marketing.

● LONDON Transport has begun a campaign to highlight the problems caused by illegal parking in the capital.

Advertising includes bus signs, radio and local press, with the general slogan 'We'll get London moving if everyone's on board.'

One bus slogan depicts the LT symbol as a tablet, and says 'Take one to relieve congestion.'

● EAST London Bus and Coach is attempting to tackle the bus litter problem with signs in its buses asking passengers to take litter home.

The cleaning of buses costs £65,000 a year, with cleaners constantly finding beer cans and bottles.

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■MANUFACTURING

Volvo unveils coach chassis...

VOLVO'S answer to the Dennis Dart chassis will be available as a coach option.

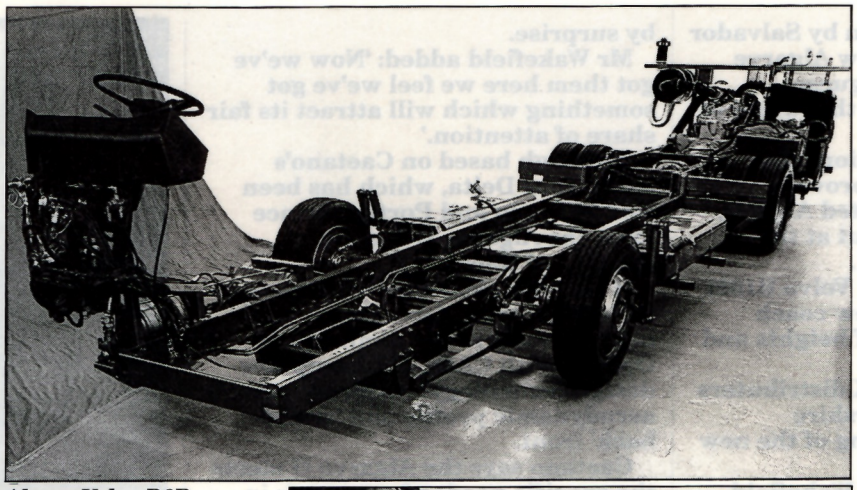
The Swedish manufacturer surprised many in the industry by unveiling a coach chassis - which gives it an edge over Dennis - along with the three bus options.

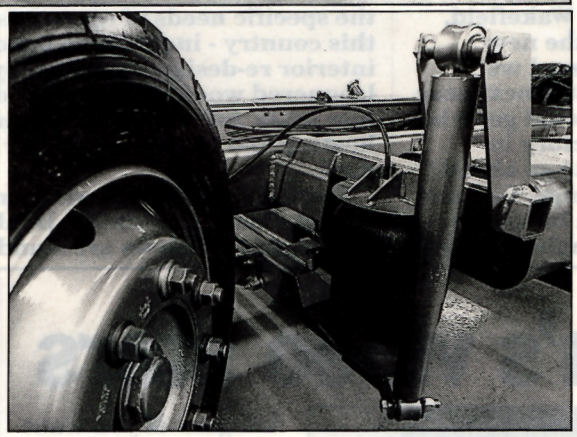
They were launched to the Press just days before they were due to make their world debuts at this week's Bus & Coach '91 Show at the NEC and the Kortrijk Bus Fair in Belgium.

The new coach chassis, which will compete with the MAN 10.180, will be available at 9.1 metres long, while its bus counterparts come in at 8.5 m, 9 m and 9.9 m.

Director of product marketing at Volvo Bus, Bill Russell, told *Coachmart* he expected the buses to be the volume seller, but added: 'The coach option is a handy one to have'.

Mr Russell was reluctant to disclose which manufacturers would build on the coach body, but confirmed that a number of British companies had been approached.





Above: Volvo B6R chassis is set to become a leader in the 'midi' coach and bus sectors. Right: B6R features full air suspension front and rear.

The first coach manufacturer to develop a body for the B6R is Salvador Caetano.

Initially the bus bodies are being offered by Walter Alexander of Falkirk and Reeve Burgess in Scarborough.

The new B6R, which will initially be built at the Steyr factory in Austria, will be introduced in Europe at the beginning of the year.

It has a six cylinder, six litre Volvo diesel engine and a power output of 180 bhp.

The front axle is an in-house Volvo design, while the rear axle comes with a choice of four different ratios to suit everything from city centre driving to long distance journeys.

The new TD 63E turbocharged and charged air-cooled engine is a derivative of the T60 series and is familiar in Volvo's FL6 truck range. Gross vehicle weights of up to 31,000 kg GVW are currently used in the TD 60 series so it is expected to cope well with the B6R's design weight of 11,500 kg.

B6R buyers will have a choice of a variety of gearboxes - six speed manual ZF S6-36 and four speed fully automatic gearbox, Allison AT545B or ZF 4HP500. It comes in three wheelbases, 3.6, 4.1 and 5 metres.

Air suspension is standard and there is the option of a 'kneeling' function. It is equipped with air brakes and an electromagnetic Telma Focal 90 retarder. ABS brakes are an option.

Volvo says that only 200 entirely new components have had to be designed specifically for the B6R and this will help its aftermarket support service.

... and picks up Stagecoach order

VOLVO has scooped a massive order for 200 of its new B6R midibus chassis from bus and coach giant Stagecoach - with an option for a further 100.

The order gets production of the new chassis off to a flying start and is part of the life-saving 255 midibus order for Walter Alexander *(Coachmart,* September 5).

Stagecoach had already decided to build 55 on the rival Dennis Dart-based 8.5 metre chassis.

Stagecoach has chosen the 9.9 m bus chassis with a 5 m wheelbase and a width of 2.3 m.

The Volvo engine, optional ZF 4HP500 automatic gearbox with integral retarder and 4.63:1 axle ratio are specified, giving a geared speed of 55 mph.

The body is called the Dash and is an all new aluminium alloy design from Alexander of Falkirk.

It features a low initial split step just 250 mm from the ground as well as full Diptac features, seats for 40 passengers and standing space for 19.

Chairman of Stagecoach Holdings, Brian Souter, said: 'We have had good experience with Volvo products in the past and feel that the B6R is a high quality chassis which will have wide applications in our provincial bus services.'

The 200 will be delivered over a 20 month period.

South Yorkshire Transport has also announced that it is to take one of the new chassis with an option for 19 more.

There have been no firm orders yet for the coach version, although Volvo Bus director of product marketing, Bill Russell, told *Coachmart* he expected to announce an order in the near future.

Volvo says it now has orders for over 500 vehicles. This includes 61 from Leeds-based Wallace Arnold Tours and is the biggest single order in the company's history and the largest ever placed by a private operator.

Along with 55 from Shearings and 30 from Parks of Hamilton, the order will be built by Plaxton on the Volvo B10M chassis.

■COACH

Salvador Caetano backs Britain

A LAST-minute decision by Salvador Caetano to launch a new Algarve body signals the Portuguese coachbuilder's faith in the future of the UK coach market.

After hectic preparations the Algarve II - a much improved replacement for the dated Algarve - makes its surprise debut at this week's Coach & Bus '91.

Seen on DAF SB3000, Volvo B10M and MAN 10.180, the new coach comes in a full range of heights and lengths.

Salvador Caetano UK distributors at Heather in Leicestershire agonised over the timing of the new launch.

Sales director, Derek Wakefield, told *Coachmart:* 'With the new coach market so depressed we thought it might be better next year, but once we knew we could get what we wanted from the factory in Portugual we decided to go ahead.'

Having taken the plunge, Caetano is hoping for maximum impact by taking the NEC, Birmingham, show by surprise.

Mr Wakefield added: 'Now we've got them here we feel we've got something which will attract its fair share of attention.'

Although based on Caetano's curvatious Delta, which has been sold in Spain and Portugal since 1989, the Algarve II has more restrained lines.

It shows a clear family likeness to its long-running forerunner, while being similar to the diminuitive Optimo with CADCAM (computer design technology) inspired smooth aerodynamic profile and 'swept-back' front.

Caetano says the Algarve II meets the specific needs of operators in this country - including a major interior re-design enhanced by lacquered wood on the rack edges, new seats, full soft trim, perimeter heating and an ergonomically styled dash.

The front laminated windscreen is gasket-glazed and tinted. Double-glazed side windows are standard.

The Algarve II: makes debut at Coach & Bus '91.

■COACH

Plaxton's video stars

PREMIERE and Excalibur are stars of a new video which gives an insight into the design of a new Plaxton coach.

Coach operator groups can use the tape to add interest to any local meeting this winter. The 35-minute film shows the development and testing of prototype vehicles in Plaxton's Scarborough design studios.

Proving trials at the Motor Industry Research Association test track are followed and the video crew takes a close look at the finished product. After interviewing a number of coach buyers, the success of the new product is measured against the critical demands of the new coach market in the 1990s.

Excalibur: video star.

Plaxton says there is more to designing a new coach than many people imagine. If you want to see how Plaxton did it, then contact marketing manager, Kevin Wood, on 0723 581500.

• Plaxton is marketing an exclusive range of designer leisure wear to coincide with the launch of its Premiere and Excalibur coach bodies.

Developed with John Handley, the corporate range includes stylish rally jacket, tie, umbrella and polo shirt.

Details from John Handley, 49 Lupton Avenue, Leeds, LS9 6EG. Tel: 0532 488755.

■COACH

Javelin has more options

DENNIS has injected new interest in its popular Javelin coach chassis with the introduction of a new high-powered GX option for 1992 and improved brakes fitted across the range - except on the 8.5-metre model.

Seen as a limited edition model for specific applications, the GX comes in the existing Javelin format, but with a 290 bhp Cummins C-series engine to give a 50 bhp power boost to the standard chassis.

ZF's new rationalised S6.85 gearbox and a larger, full-size, clutch is fitted to tackle the extra torque. A heavy duty Eaton rear axle and a more robust, simplified exhaust completes the upgrading.

Girling front disc brakes and larger rear drums have been developed for the GX, but will be standard on all new full-size chassis built for next year.

With an eye on the European market, Dennis will standardise on Wabco ABS when anti-lock brakes become compulsory in April 1992. Girling Skidcheck is dropped as a UK option now that self-certification of brake modifications has been scrapped by the the Department of Transport and manufacturers are encouraged to opt for one system. Wabco is seen as being more widely accepted on the continent.

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■BUS

Better outlook for Northern Counties

THE future of Northern Counties - the north west bus builder placed in administrative receivership earlier this year - looks more secure following the announcement of two valuable orders.

Ensign Citybus has already taken delivery of six Olympian double deck bodies and these will be followed shortly by two Dennis Dominator double deck bodies. And now, among the other work on the books of the Wigan-based company, are:

- Five Northern Counties minibuses mounted on Renault S56 chassis for Leicester Citybus;
- An order from London Buses for its first double deck for a year. The two-door vehicle will go into service with London General and will be fitted to a Volvo D10M chassis and delivered in December.

Joint administrator, Allan Griffiths of Grant Thornton, said: 'We are pleased to have secured new business for Northern Counties in what is still a tough market. While trading conditions are still difficult, we remain hopeful for the future of the business.'

The company's problems have not deterred Grant Thornton from investing in an appearance at the Bus & Coach Show, which starts at the NEC this week.

Among the vehicles on display will be two double deck countybuses - one for Greater Manchester Buses and one for Ensign Citybus. These will be complemented by two single deck countybuses for GM Buses and Warrington Borough Transport.

As well as its bus manufacturing interests, Northern Counties, has also diversified into other activities. Contracts have been won to repaint vehicles for British Telecom and Ensign Citybus.

The Fire Trucks side also continues to provide work with machines being ordered by Manchester Airport and others from Hong Kong, the United Arab Emirates and Humberside.

Mr Griffiths added: 'The current position of the business means that we can continue to operate well into 1992. I am still hopeful that we will be able to secure the sale of the company as a going concern.'

■FIXTURES

Coach operators have bright future

THE opening of the Channel Tunnel and the relaxation of the trade barriers with the rest of Europe in 1993 present a great business opportunity for Britain's coach operators.

And *Coachmart* will be making sure that operators are aware of the potential with its 'Into Europe' seminar, which takes place on November 7 at the Novotel, Wolverhampton.

Among the speakers at the day-long event will be Charles Buchanan, marketing manager of Eurotunnel. He will be giving an insight into how the first fixed link between the UK and mainland Europe since the Ice Age will affect travel across the English Channel.

Other speakers include former Van Hool managing director, Vernon Edwards. The new marketing and sales director of Dennis Specialist Vehicles will be talking for the first time in public about his new appointment.

Steven Rogers Marketing, which is running the seminar, has drafted in Mr Edwards to explain exactly what changes will be made to vehicle specification when 1993 arrives. The cost of a place at the seminar is just £49.99 plus VAT (£58.74 in total) and includes lunch and coffee. Overnight accommodation at Novotel, Wolverhampton, is available at additional cost.

Further details from David Penford at *Coachmart*. Tel: 0733 63100.

■BUS

Brighton & Hove: second customer report is out.

Report attacks hand-outs

BRIGHTON'S largest bus operator has produced its second customer report.

Brighton & Hove Bus & Coach Company this week published the document which pulls no punches about the challenges facing the industry. It says the ecomonic downturn has hit operators nationwide, but that Government hand-outs are not the answer to the industry's problems.

It says improved service quality will not only keep existing passengers, but attract new converts to bus travel. And it shows how Brighton & Hove has:

- Spent £200,000 equipping vehicles with two-way radios to improve reliability;
- Introduced a new breed of tickets - Savers - to help cushion the blow of fares increases;
- Employed a team of 'troubleshooters' to monitor traffic conditions;
- Set up drivers' refresher courses and an advanced drivers' course.

The report says recession has meant fewer people travelling by public transport and cost has become an emotive issue. It calls for local and national Government help to make bus and coach travel an attractive alternative to cars.

■IN COURT

Drug case driver sent to crown court

THE King's Ferry driver, Brian Cadwallader, has been committed for crown court trial on drugs-related charges.

Mr Cadwallader's vehicle was seized at Dover on the return leg of a school trip to Belgium *(Coachmart,* July 4), and 50 kg of cannabis resin found under an inspection panel in the central aisle.

A court decided the evidence and statements presented in Dover magistrates court last week were sufficient to bring proceedings. But the decision has rocked The King's Ferry's drivers.

'Some of my blokes are now reluctant to take coaches abroad,' said managing director, Peter O'Neill. 'And Brian is not the man he was. He's been given holiday leave to recuperate.'

■PEOPLE

David Fenton joins Saga

FORMER ILG man David Fenton - who worked briefly with Kingsman's school exchange tours - has taken a top job at Saga.

Mr Fenton is head of coach operations based at the company's headquarters. He is to be joined shortly by another former ILG man, Mike Cogan, who becomes operations director at the end of the month.

● Mr Fenton is one of the speakers at the November 7 'Into Europe' seminar. See story far left for further details.

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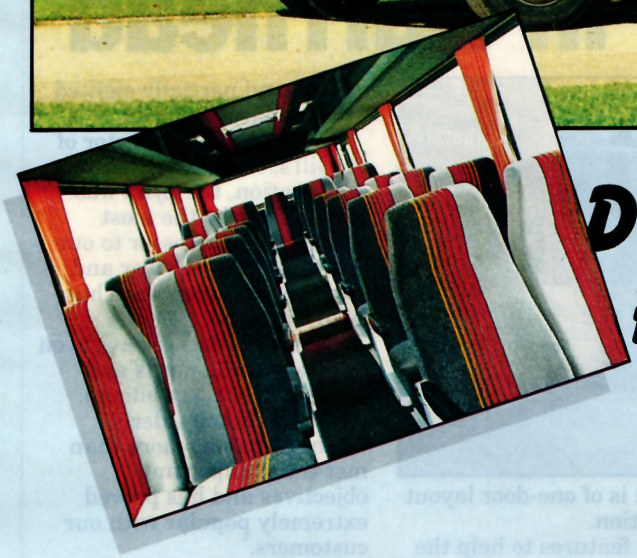

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Volvos join Blackburn's fleet

BLACKBURN Transport has just taken delivery of five Volvo B10Ms fitted with East Lancashire Coachworks' EL2000 bodywork, incorporating 51 dual-purpose seating.

The Volvos are equipped with Allison MT467 automatic gearbox and built-in retarder.

Peter Iddon, Blackburn's engineering director, said: 'These are the first UK B10Ms fitted with an Allison gearbox. There are over 1,200 running around Europe and Scandinavia, but none until now in the UK.

'We opted for Allison because of our Metrorider fleet, which has the same make of gearbox. The back-up is absolutely first-class. We tried various other single-deckers, but wanted a well-proven chassis and easy to repair body, and you can't get more proven than the B10M.

'The Clitheroe, Manchester service is a long, high mileage route, so we tried a similar vehicle from Grey-Green Coaches and liked its performance.

'These are our first East Lancs bodies for eight years, and with East Lancs only a couple of miles away, we have been able to monitor their build from start to finish.'

Lynx goes on duty in Barrhead

ANOTHER committed traditional Scottish Leyland operator has taken delivery of a new Leyland Lynx II Citybus to its fleet.

McGill's Bus Service is an old, well established family bus company operating from Barrhead and has a 100 percent Leyland fleet in the form of Leyland Nationals.

The latest acquisition to maintain the Leyland tradition is a Lynx II.

Powered by the Cummins L10 engine, which develops 210 bhp and is fitted with the ZF 4HP500 automatic gearbox, the bus has a 4.193 rear axle ratio.

The Lynx is also fitted with a tachograph, has a stepped floor and is of one-door layout specification.

Diptac features to help the elderly and partially sighted are standard.

Gordon McGill, director of McGill's, said: 'After lengthy deliberation, the Lynx was perceived to be the most satisfactory successor to our 'National' fleet. Driver and engineering acceptance has been excellent.

'Our policy has always been to cater for the needs and comfort of our passengers, particularly the elderly.

'The Lynx has more than met these important objectives and has proved extremely popular with our customers.'

Steve Lynch chooses M-2-M conversion

STEVE LYNCH, of Newport in Gwent, has taken delivery of his second M-2-M conversion.

The vehicle is a 26-seat PSV midicoach based on a Mercedes-Benz 609D with a diesel engine.

The specification includes high back Capri seating by Kustombuilt, full soft trim interior colour coded to seats, Blaupunkt stereo radio/cassette with four speakers, electric air intake/extract unit, saloon heater, lift-up roof vent, full length luggage racks with driver's locker, tinted windows and decorative curtains.

You've been buying...You've been buying...You've been buying...You've been buying... .

Smiths picks six for tourist work

MIDLAND coach and bus operator, Smiths Coaches of Shenington, is operating six new Volvo B10M coaches with Ikarus bodies.

Smiths operates 11 B10M Plaxton Derwent bus-bodied vehicles in 'Your Bus' livery, so they are familiar with Volvo chassis, as the buses operate for 330 days of the year, covering approximately 60,000 miles each.

The six new B10M coaches, which are in Smiths' red and white coach livery but under the Smiths of Tysoe name, to which Smiths has been associated for over 20 years, operate principally for Globus Gateway during the summer season.

Globus Gateway is the largest in-bound tour operator of tourists to the UK, especially from the USA.

The six coaches will be extensively used all year round on this type of hire work, not only during summer, but also operating on a heavy ski programme during the winter.

The Ikarus bodies feature a specially fitted drinks facility and video entertainment, to name just two extras.

The B10M chassis are to GL specification, are all powered by the Volvo THD 101GD engine - which develops 273 bhp - and have the ZF S6.90 fully synchronised six speed manual transmission.

Commenting on the choice of vehicles, Mike Smith, general manager of Smiths, told *Coachmart:* 'The B10M has proved to be a good heavyweight chassis, and the Volvo dealer and Volvo Bus staff have developed a good and sincere after-sales co-operation.

'These are some of the most important criteria for a coach operator, to enable him to carry out a successful, complete and reliable operation.'

Metroriders are popular with London General

LONDON General was the first London Buses subsidiary to purchase the new generation Metrorider following the acquisition of MCW by Optare in 1989.

At that point only one vehicle was bought and the intention was to evaluate the redeveloped package which Optare had started to market.

The first vehicle performed so well that London Buses placed subsequent orders for 86 more Optare Metroriders.

The most recent order was for 33 vehicles which went to London General for Central London Midibus at Victoria bus garage.

One of these vehicles is pictured above outside Harrods on the prestigious C1 route.

All 'new generation' Optare Metroriders are purpose-built integral midibuses with heavy duty components and a practical body repair system for long life expectancy and reliability which leads to a higher return on capital employed.

Pathfinder: now running a new 21-seat luxury Optimo.

Pathfinder plumps for new luxury Toyota Optimo

ESSEX Coachways, trading as Pathfinder, has taken delivery of a Toyota Optimo II luxury mini-coach from Salvador Caetano (UK).

The GL specification included 21 moquette seats, courier seat, power plug door, tinted windows, full draw curtains, forced air ventilation, individual reading lights, and full soft trim with centre gangway carpet.

Pathfinder will be using the new acquisition on its expanding mini-coach executive and private hire work.

The Brits are coming

The Bus & Coach Council ventured abroad for the first time to stage its annual conference in the Dutch capital of Amsterdam. Editor, Anthony Hawkswell, reports.

BRITAIN'S coach operators are well placed to take advantage of the relaxation of the European trade barriers, the BCC Conference was told.

Keith Bastow, managing director of Kingston upon Hull City Transport - which owns two subsidiary companies in mainland Europe - helped ease fears over what 1993 would mean to the industry by saying that British operators were as good as their counterparts across the Channel.

In his address - the opening speech at conference - he told delegates: 'The British coach industry is much leaner and fitter than it was and I believe we are as good as the Europeans. They have a rude awakening coming to them.'

KHCT expanded into the European market-place in 1988 when it set up Voyage International in Lille, France, and has followed it with the acquisition of a well established Dutch family firm, Kivits Reizen BV, which is situated west of Eindhoven.

BUS & COACH COUNCIL

The Seventeenth Annual Conference of Bus and Coach Council

Mr Bastow outlined some of the problems his company encountered as it faced the European challenge. He said: 'Protectionism is still rife in France and Holland and you soon learn that you can't beat the system.

'Professional advice was essential. We started by using companies in the UK, but soon found out it was better to go to a local regional advisor who understood the local business culture. Many deals are struck over a cup of coffee and slab of cake.'

That is one of the reasons why KHCT employs local management at its two bases abroad. He said: 'Domestic, native staff are better suited to understand the people and the needs of the market.'

Mr Bastow also warned operators to be on their guard against competition from across the water. He said: 'They are going to come and come in a form which we will not like. In countries like Holland, where bus companies enjoy an 80 percent urban transport subsidy, some operators have been using that hand-out to snap up coach companies.

'Large Dutch organisations are doing the rounds with their cheque books and buying up anyone who wants to sell. That could have wide repercussions when the trade barriers are eventually brought down.'

In another speech, Helen Jenkinson of the European Commission's transport department in Belgium, agreed that British operators were well placed to expand into Europe. She said: 'There is a lot of opportunity for companies going south.

'They have the advantage that English is the second language in almost all the EEC member states and that will give British companies a head start.'

On the threat from continental operators, she said: 'Change will come gradually and will be very small - perhaps starting as cross border operations.'

Sales boss calls for Government help

A REPRESENTATIVE from one of the country's top bus and coach manufacturers made an impassioned plea to the Government to introduce subsidies to enable operators to renew their ageing fleets.

David Quainton, who recently took over as bus sales director at Plaxton Bus & Coach *(Coachmart*, September 26), said: 'The bus industry has passed the lean and fit stage - it is now lean and hungry.'

In a debate on whether subsidies were the answer to the industry's severe manufacturing crisis, Mr Quainton said: 'I do not want to see an open-ended subsidy, but the British bus industry urgently needs some carefully targeted financial support which will enable operators to provide attractive services at competitive prices. We need a political climate which embraces the benefits of bus lanes and guided busways. We need political will to see the implementation of simple cost-effective solutions to the urban transport dilemma.'

Mr Quainton also took a swipe at the Government's recent £240 million investment in the Sheffield LRT system. He said: 'Back in Britain I see public money being spent on light rail schemes. What makes them different? Is it not simply that its costs cannot be met commercially by the private sector? If this is the real justification for public funding - that something is too expensive - then we are seeing a very peculiar logic indeed.'

Gulf War blamed for problems

THE Bus & Coach Council's outgoing president, John Owen, outlined the problems faced by tour operators over the last year as the industry grappled with the effects of the Gulf War.

He told delegates: 'The Middle East crisis devastated the international travel market and made life very hard for everyone who relies on tourism. For several months coach operators faced cancelled bookings and reduced demand. For many the drop in business has been very difficult to bear.'

Mr Owen promised that the BCC would continue to lobby the Government at the highest level. He said 'During my meeting with the new Secretary of State for Transport, Malcolm Rifkind, I again took the opportunity to stress the major contribution that buses and coaches could play in reducing urban congestion.'

He added that public transport had become a major political issue and is now on the agenda of all the major parties. He said: 'The central plank of the 'Buses Mean Business' campaign is the role of the industry in cutting congestion.'

The recession had also hit the bus and coach industry, added Mr Owen. 'While new reports highlighted rates of return on capital of less than one percent, Britain's manufacturing industry showed signs of distress. The year has not been a happy one for most bus and coach businesses,' he admitted.

Mr Owen highlighted the attention cast on the industry by the Monopolies and Mergers Commission. 'We have continued to be dogged with action by the MMC and many operators still need to be convinced that all the work of the Office of Fair Trading is in the best interests of customers. One major operator is currently fighting an MMC ruling in the courts.'

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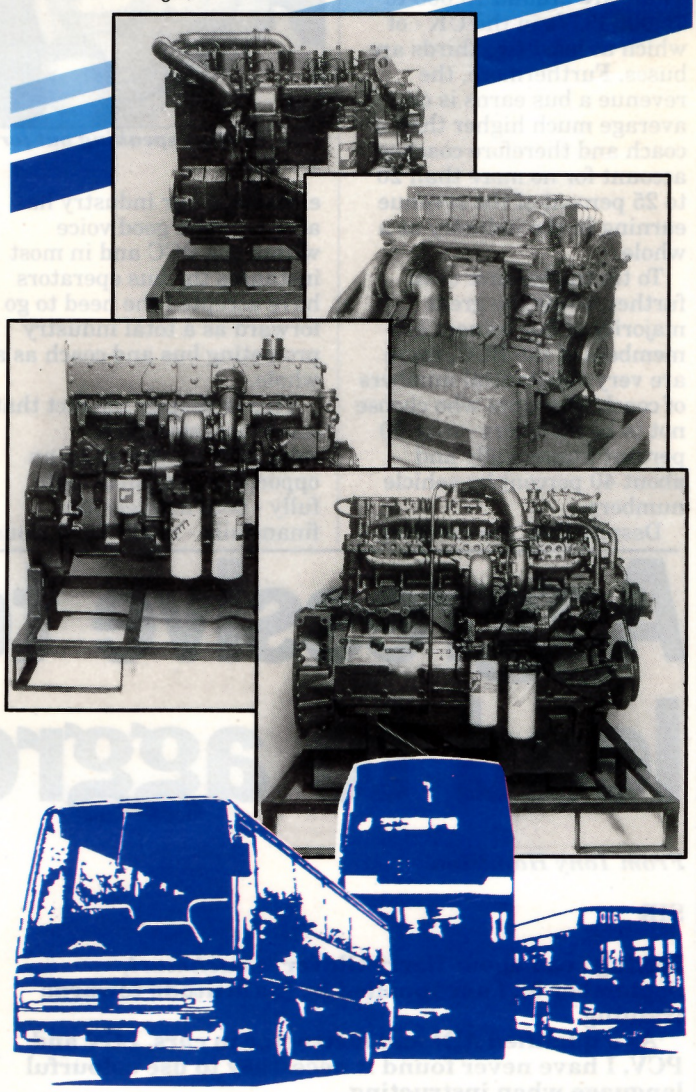

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Coach operators must support BCC campaigns

From Ron Whittle

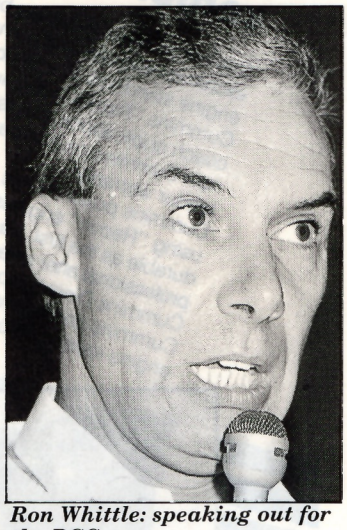
SIR

I was interested to read the letter from a former coach operator which criticised the Bus & Coach Council for forgetting coaches *(Coachmart,* October 3). He also suggests that coaches turn over more money than buses.

On both counts he is wrong. There are around 70,000 to 75,000 PCVs in the UK - of which at least two thirds are buses. Furthermore, the revenue a bus earns is on average much higher than a coach and therefore coaches account for no more than 20 to 25 percent of the revenue earning in the industry as a whole.

To tip the balance even further, while the great majority of bus owners are members of the BCC, there are very substantial numbers of coach operators who choose not to be members - over 50 percent numerically and about 40 percent by vehicle numbers.

Despite this, the coaching element of our industry has always had a good voice within the BCC and in most instances the bus operators have accepted the need to go forward as a total industry promoting bus and coach as a whole.



Ron Whittle: speaking out for the BCC.

This is despite the fact that coach operators have consistently been given an opportunity to participate fully - both actively and financially - in all the various BCC campaigns. Yes coaching does need a strong voice to get across the benefits of travel by both bus and coach, but this can only be achieved on a broad scale if coach operators are prepared to join their association and pay their full corner to any extra campaigning that needs to be done.

Coaching interests are very well represented in the new BCC manifesto. They set out our needs if we are to be able to do our bit in fighting congestion, helping the environment and investing for the future. But it becomes increasingly difficult for those of us who try to represent coach operators within the BCC if those same operators are not prepared to get up and do their bit.

He who pays the piper usually calls the tune, but so far most coach operators have had a 'free ride'.

RON WHITTLE
SENIOR PARTNER
GO WHITTLE
105 COVENTRY STREET
KIDDERMINSTER
HEREFORD &
WORCESTER

Send your letters to:
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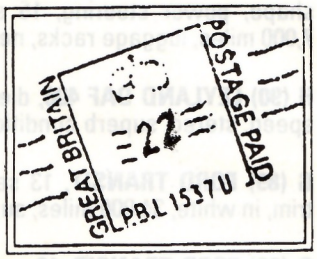

The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Aggressive teaching can lead to aggressive driving

From Tony Hamilton

SIR

Having read about Barry Glover *(Coachmart,* September 5), I am appalled by his attitude towards training.

As a qualified ADI and instructor in cars, LGV and PCV, I have never found it necessary to use colourful language when instructing.

If Mr Glover cannot explain in Queen's English exactly what he wants to say, perhaps he should be thinking of a career change. To my mind he is living and working in the dark ages.

The days are long gone when coach and lorry drivers were considered rough and ready. Vocational drivers today are expected to work in a fully professional manner so therefore should be taught in a professional - and not aggressive - way.

Coach companies, especially, expect their drivers to be totally professional in their driving and tolerant and polite to their passengers at all times.

Aggressive teaching = aggressive driving.

Always remember that attitude reflects attitude.

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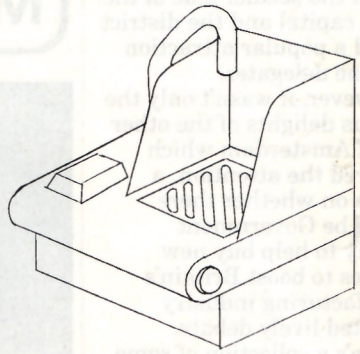

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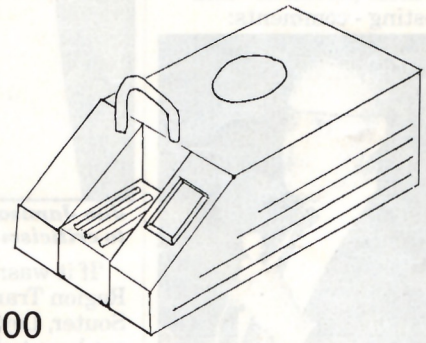

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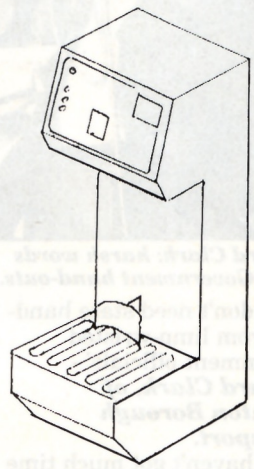

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Operators see red in Amsterdam

AMSTERDAM'S 'Red Light' district proved to be an entertaining distraction for some of the country's leading bus and coach operators.

The Bus & Coach Council conference hotel was on the edge of the seedier side of the Dutch capital and the district proved a popular attraction for some delegates.

However, it wasn't only the dubious delights of the other side of Amsterdam which captured the attention, a debate on whether there should be Government subsidy to help buy new vehicles to boost Britain's manufacturing industry attracted lively debate.

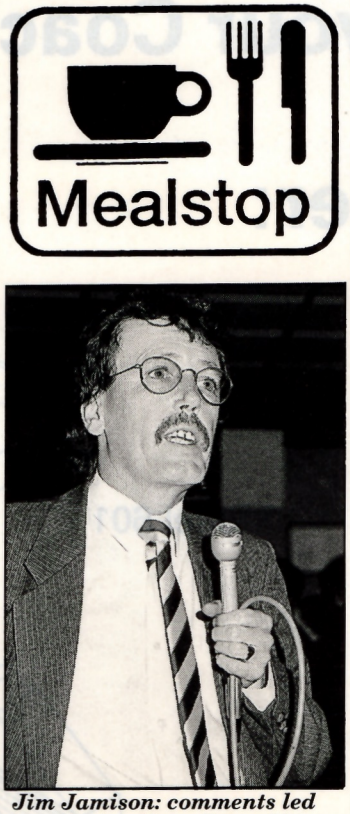
Here's a collection of some of the most pertinent - and interesting - comments:

Richard Clark: harsh words about Government hand-outs.

'We don't need state hand-outs from limp-wristed Government officials' - ***Richard Clark, of Brighton Borough Transport.***

'We haven't got much time left - the bodybuilding industry in the UK is dying' - ***Sandy Glennie, of VL Bus & Coach UK.***

'Bus quality is abysmal. It's appalling and it hurts me to say so' - ***Peter Sephton, of South Yorkshire Transport.***



Jim Jamison: comments led to criticism from Peter Shipp.

'If it wasn't for Lothian Region Transport and Brian Souter, Leyland would not be sat here today' - ***Charles Evans, of Lothian Region Transport.***

'You have been seduced in Amsterdam not by ladies with red lights, but by yellow trams going whoosh as they pass you' - ***Brian Cox, of Hampshire Bus Company.***

'When I saw this motion I thought you've got to be joking. The man who proposed it must be as sharp as a beachball... There's nothing worse than standing at a bus stop on a cold November morning waiting for something that's not going to arrive' - ***Councillor Jim Jamison, of South Yorkshire Transport.***

'That was a party political broadcast on behalf of the Labour Party' - ***Peter Shipp, of the East Yorkshire Motor Services Group, following Councillor Jamison's speech.***

An im

Take a look into the future. A look at 1992's best selling coach bodies: the Plaxton Premiere range.

Already orders for the all-new Premiere have passed the 150 mark, and its only just been launched. The reason is clear to see. New standards of style. Plaxton's high build quality. Improved aerodynamics. (Carefully controlled independent track tests at 70mph showed that the Premiere used 10 percent less fuel than the Paramount which it replaces.)

age for the future

Add to this improved comfort... double glazing as standard across the range... the strongest body yet built in Britain (it meets ECE R66 roll-over requirements)... and you can see why so many orders have already been placed.

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From December 31 1992 there will be no barriers to trade in the EC and a new set of legislation will govern coach operation. The legislation is already being formed in Brussels, But, at the moment it raises more questions than answers for UK operators. What bonding requirements are there and what will they cost? How will EC rulings affect vehicles operated?

An open europe also raises other crucial questions which answers, Will UK operators operate in other countries? Will European operators set up in this country? Will Eurotunnel make travel between the countries easier, quicker and cheaper for coaches.

CoachMart has assembled leading players from all sections of the coaching industry to give their view of what a europe without frontiers will mean to UK coach operators in an unmissable, one day conference. Top flight speakers will include: **Vernon Edwards**, Sales and Marketing Manager of Dennis, **Charles Buchanan**, Eurotunnel's Marketing Manager and **David Fenton**, former Managing Director of Coach Europe. Chairman for the day will be leading transport consultant and writer, **Peter Rogers**.

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NOBODY DOES IT BETTER THAN SETRA

Mike Morgan takes a Spanish-built MAN-powered Setra on a *Coachmart* road test and finds that even in its 15th year of production the 215HD is still the one to beat.

THE 200 series Setra has an enviable reputation for sophistication and long life. After over 15 years consistently winning the hearts of operators, passengers and rally judges, it is due to bow-out in favour of the 'new generation' 300.

While European attention has focused on new levels of sophistication and innovation, it will be at least 1994 before the new coach hits this country.

Meanwhile Kassbohrer offers the UK market the Spanish-sourced 215 HD Tornado with big 360 bhp MAN engine replacing the lower-powered, yet beautifully refined Mercedes-Benz V8.

Where does this highly respected coach stand in 1992? Its £135,000 price tag - once considered expensive - suddenly shrinks into perspective alongside the latest crop of newcomers. The final years of 200 series production could easily be its finest?

The 200 series Setra: has an enviable reputation for sophistication and long life.

Build

It's over 40 years since Otto Kassbohrer and his chief designer, Geog Wahl, put the German coachbuilder on the world map with a major break from traditional body on chassis construction. In the spring of 1950 they drew-up plans for a new type of coach with self-supporting body frame.

Other innovations took the company into a brave new world which was to put it ahead of the competition. With rear engine, reduced weight, stronger and safer body structure, Kassbohrer developed a purpose-built people carrier rather than a compromise based on truck technology. Integral construction created more space for passengers and their luggage. The new coach was given a new name - Setra - made up of the initials of the German words meaning self-supporting.

That first coach set the trend. It lasted 14 years and more than a million kilometres without major problems. Kassbohrer was on the road to producing coaches which totally eclipsed the out-dated designs which went before.

Today's Setras share such legendary longevity that managing director of Kassbohrer (UK), Jim Shuttleworth, can confidently point to a 20-year life expectancy.

Construction of a 1991 Setra shares much in common with the earlier vehicles of the pioneer age. A basic structure consists of a load bearing lattice-work frame welded from high quality square steel tube covered in steel panels.

The stretched steel waist panels are merged in an invisible join with the steel rear panels. Other panel joins are disguised behind the side rubber moulding in an effect which mirrors car rather than coach techniques.

Both front and rear ends feature steel for added strength and safety. This includes the sectional bumpers, but not the engine flap, which like the wheel arches is GRP. Behind the front centre bumper section is a very neat spare wheel carrier with rollers to reduce back strain. The rear centre section hides a towing eye.

Kassbohrer's design is dateless - its secret is to keep ahead of the pack. Bonded side windows were trend-setting in 1976 and, together with the ▶

PERFORMANCE

Gear	Ratio	Speed	RPM
Crawler	8.65:1	8 mph	2,200
First	5.69:1	14 mph	2,200
Second	3.9:1	20 mph	2,200
Third	2.29:1	35 mph	2,200
Fourth	1.57:1	50 mph	2,200
Fifth	1.23:1	65 mph	2,200
Sixth	1:1	70 mph	1,900

RPM at speeds in top gear

30 mph	900 rpm
40 mph	1,150 rpm
50 mph	1,400 rpm
60 mph	1,600 rpm
70 mph	1,900 rpm

Acceleration

0-30 mph	12 secs
0-40 mph	18 secs
0-50 mph	25 secs
0-60 mph	38 secs
50-70 mph in top gear	19 secs

● ***Lowest comfortable speed in top gear: 32 mph***

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◀ single double-curvature windscreen, they lend the coach its classic profile.

Setras have introduced a list of firsts that are the envy of the coach building world. These include: independent air suspension in 1955; centre sunken toilet in 1967 and in 1976 'crossflow' heating and ventilation on the 200 series.

There are few 'extras' listed for this up-market machine. Air conditioning was on the test coach, and the 360 bhp engine has sufficient reserves to cope. All you need to buy is a TV and video. The fittings and wiring are already in place

The rest of the luxury fixtures are standard. You get Fainsa America seats that recline a full 23 cm; generous luggage space; an exceptionally neat and compact WC/washroom; hot water supply together with the customary German sausage boiler; and an advanced heating/ventilation system.

In short, the level of refinement is that which Setra customers have grown to expect as the norm. Just think, all this was available over a decade before most UK customers had started to raise their expectations of coach travel.

Driver's door: renowned feature of German coaches.

Passenger impressions

When confronted by a coach with the Setra's awe-inspiring reputation it is inevitable that expectations are elevated on to a superior plane. Yet Kassbohrer itself must have identified areas where the 15-year-old design has become dated. The 300 will inevitably outdate its illustrious forerunner over-night. However, be reassured, the 200 will continue to woo the most discerning customers for some considerable time to come.

Its looks are crisp and clean. The initial impression of a quality vehicle will outlast any comparisons with the majority of 'new-generation' coaches. It is probable that the only coach to outpace and outdate it will be the 300 - when it arrives. Rattles and draughts are totally out of character and a quiet refined ride a watchword. The Setra 200 is the industry standard. Match this and you're doing well.

Like coach rally scrutineers, passengers are hit by the Kassbohrer quality. They may not be aware of the sophisticated technology or the considerable attention to safety that comes as standard, but your customers will sense the difference that sets Setra standards of finish apart.

Driver impressions

With beefy 360 bhp MAN engine under the right foot, drivers have power on tap to push the big coach out of trouble. It fits the Setra safety theme perfectly. The coach can keep up with the pack on the motorway and cruise effortlessly with minimal driver fatigue.

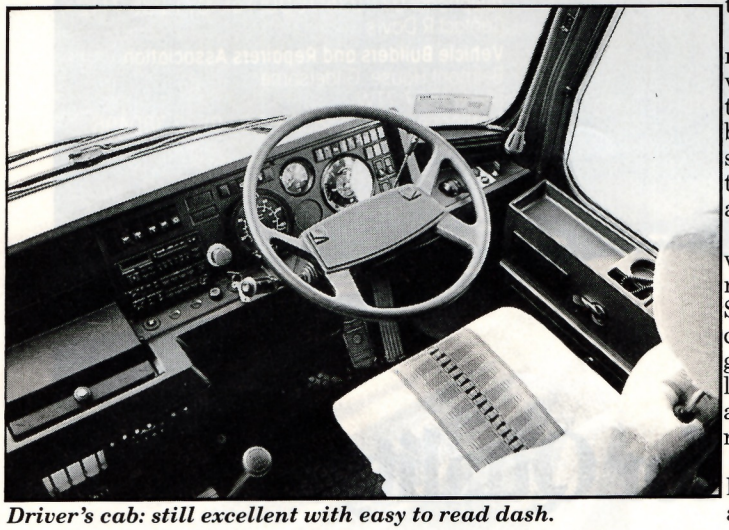
It is a relaxing vehicle to drive and the cab area, which was acclaimed as far back as 1977 in Nice, is still excellent.

The square features of the dash with its orthodox dials, switches and warning lights may be old fashioned, but it has the virtue of being easy to read. I could find everything I needed without any trauma.

However, drivers new to Setra are well advised to do their homework, because the level of sophistication has to be known to be appreciated.

Regular drivers will build a relationship with Setra. This is a coach you want to get to know and a long-term acquaintance is recommended.

Every control looks and feels as though it is ▶



Driver's cab: still excellent with easy to read dash.

SETRA SPECIFICATION

Manufacturer:	Kassbohrer
Model:	Spanish-built Setra 215 HD - 49 seats
Price:	£135,000 or £145,000 with air conditioning
Engine:	MAN D2866 LXOH - turbocharged and intercooled
Power:	360 bhp (274 kW) @ 2,200 rpm
Torque:	750 Lbf (1520 Nm) @ 1,300 rpm
Capacity:	12 litre
Gearbox:	Manual - seven speed ZF 6S 150C with air operated range change between second and third gears
Clutch:	Single dry plate - hydraulic control with air assistance
Retarder:	Voith VHBK 130 semi-electronic operated through right hand column mounted multi-stage switch. Exhaust brake operated by large foot-switch
Steering:	ZF 8403 - hydraulic power assisted - steering wheel adjustable for height and rake
Brakes:	Dual circuit full air. Front - discs, rear - drums. Spring release parking brake ABS (standard since 1986)
Drive axle:	Kassbohrer casing with ZF differential
Front axle:	Independent wishbone design
Suspension:	Full air with 10 cm raise and lower facility ferry lift Hydraulic shock absorbers front and rear
Speed limiter:	VDO
Tyres:	295-80R x 22.5
Options:	TV and video (wired but not fitted)

DIMENSIONS

Length:	12 metres
Width:	2.5 metres
Height:	3.34 metres
Wheelbase:	6.08 metres
Rear overhang:	3.3 metres
Front overhang:	2.62 metres
Turning circle:	21.7 metres
Unladen weight:	11,920 kg
Gross weight:	17,000 kg

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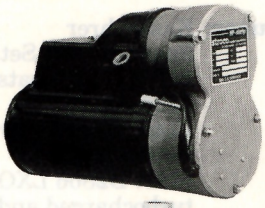

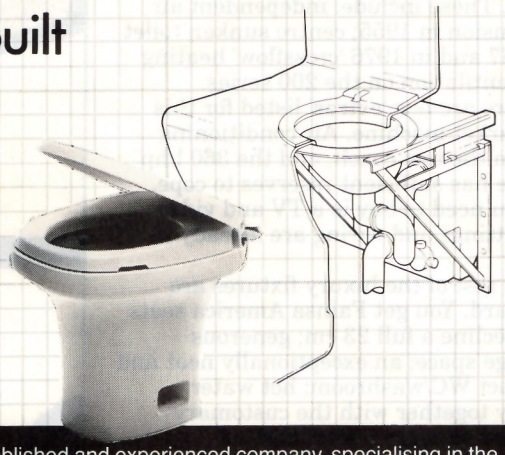

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Contact H Liddell

Straight on for Quality.

◀ right for the vehicle. Accelerator and brake pedals are sensibly close together and on a level. The handbrake is conveniently placed on the dash and the gear change falls to hand. Perhaps the long-angled gear lever makes changing cogs slow, but at least you can find all the gears every time, first time.

To adjust steering wheel height and rake requires a complex method of adjustment and the angle of rake is only just adequate. However, I eventually took delight in finding an ideal relationship between wheel, pedals and seat where I didn't catch my left knee on the single stalk for indicator/wiper control or find the accelerator pedal angle uncomfortable.

Spanish and German-built vehicles differ in detail. On our test coach the heating and ventilation switches are mounted low to the left - a bit of a stretch, but not as much as for the demister controls, which on all 200 series Setras are centrally located close to the floor.

Side window switches on the cab door would be much better on top of the storage lockers where they can be seen at a glance, rather than on a vertical panel. The signalling window has car-like electric operation and is heated so that, together with the heated driving mirrors, the driver has a guaranteed clear view.

Performance

The MAN power unit sits low in the frame otherwise occupied by the compact Mercedes-Benz V8. Its power is beyond doubt. Show it a hill and it will show you what it's made of.

It eats inclines. Our assault of the one-in-six Garrowby Hill was no more than a Sunday School outing. Put in the fray on Britain's motorway network and it stands head and shoulders above the rest. We romped up Windy Hill on the M62 at a constant 70 mph. As the four-lane carriageway merged into three we were forced to hold back to 65 mph for no other reason than safety.

Courier seat had to be held back with seat belt to allow clear view of nearside mirrors.

Considering peak torque is delivered from 1,200 rpm, then flexibility above 50 mph in top gear is excellent. This version of the 215HD lives up to its name - the Tornado. It is a perfect long-haul motorway cruiser.

However, drop below the green band and it starts to struggle. You notice the difference betwen the two engines in urban traffic. The MAN torque characteristics may be superb on the open road, but come to a roundabout where the M-B powered coach will purr round in third and the MAN needs second.

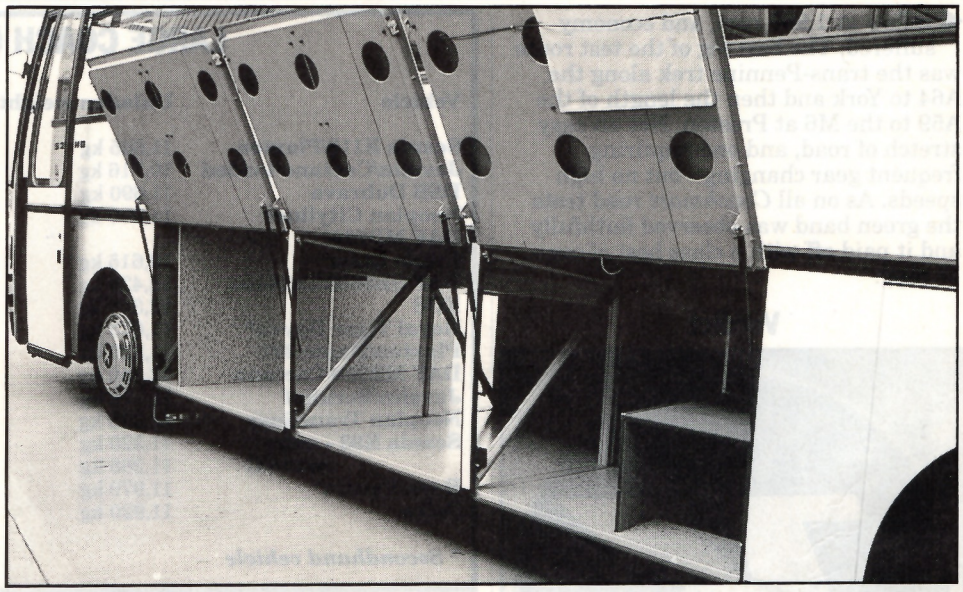
Our coach was unhappy doing the Knaresborough-Harrogate crawl. After almost half-an-hour without reaching 30 mph there was a perceptible sigh of relief when we hit the open road. Constant switching between second and third had become wearing. Not that I could fault the gear selection. The ZF 6S.150C box started life as an eight speed range-change truck unit. For coach application ZF has produced a six speed plus crawler 'box retaining the air operated range change between second and third. Using Kassbohrer's rod linkage, the gearbox is easy to handle even if it is characterised by a 'range-change' clunk when the lever is moved across the gate.

Second is needed at any speed below 20 mph, yet at this speed the engine is running close to maximum revs. The step up to the next gear is too great. Nevertheless, this characteristic failed to spoil a fine vehicle. Drivers need to know the finer points of their steed and those unable to cope shouldn't be there.

Acceleration looks good on paper, but feels even better in action - particularly above 40 mph. Stopwatch times up to 50 mph and 60 mph are impressive, but top gear performance (50-70 mph in 19 secs) takes some beating.

Fuel economy is surprisingly linked directly to average speed. Surprising because big engines have a knack of reversing the correlation. I suspect the result reflects the relationship between gearing and optimum engine speed.

The non-stop motorway run down the M61/M62/M1 is seen on the tacho disc as a very steady trace - apart from roadworks and traffic where average speed was restrained. However, at 70 mph the engine is running high in the ▶



Luggage: extra large area between the axles gives almost 12 cubic metres of space.

FUEL ECONOMY

Odometer reading: **start** 1988 km
finish 2523 km
Total 535 km (332.44 miles)

Section	Fuel used	Distance	Mpg	Ave speed
Trunk roads	38.83 litres (8.54 galls)	184 km (114.34 miles)	13.39	35.18 mph
Cross-country	39.17 litres (8.613 galls)	168 km (104.39 miles)	12.12	45 mph
Motorway	55.46 litres (12.2 galls)	183 km (113.71 miles)	9.3	56.85 mph
Totals	133.46 litres (29.35 galls)	535 km (332.4 miles)	11.326	

ROUTE: *Coachmart's* northern test circuit starting from and returning to Blyth services on the A1.

◀yellow at 1,900 rpm, and economy suffered. The best leg of the test route was the trans-Pennine trek along the A64 to York and then the length of the A59 to the M6 at Preston. Not an easy stretch of road, and one requiring frequent gear changing - but no high speeds. As on all *Coachmart* road tests the green band was observed faithfully and it paid off with a class best of over 13 mpg.

Verdict

Take account of what you get for your money and the Setra's appeal is very wide indeed. For £135,000 you obtain levels of sophistication and safety in a quality package that is very hard to beat in the UK market.

Add economy and power from the MAN engine and you have a tempting proposition ready to seduce new recruits to the Setra owners' club.

'New generation' coaches may bring improvements and innovation, but only by breaking new price thresholds.

Kassbohrer has switched right-hand drive production of this model to its Spanish plant - a move that brings different seats and lighter interior trim, but one that keeps prices stable. It's no longer a case of the best being out of reach. The difference between the Ulm product from Germany and its Iberian counterparts are so slight that no customer should be concerned. But for some applications the more tractable M-B engine may be preferred - for example, London sightseeing.

Even though the Fainsa America seats on the test coach are very comfortable, Kassbohrer's own ergonomic design is better. Otherwise it's down to details such as the rear badging which reads 'Setra' rather than a full 'Kassbohrer Setra.'

If you run Setras you can cash-in on the quality image for 10, 15 or even 20 years. Park a 1991 215HD alongside one of the first production models and you will be hard pressed to tell the difference. Consequently, your initial investment can be split realistically over at least 15 years. Should you want air conditioning then the price jumps to £150,000. However, that's only £10,000 per annum or £200 per week. In that light you'll be getting a true bargain.

LARGE COACH COMPARISONS

Vehicle	Unladen weight	Consumption	*Coachmart issue*
Scania K113/Plaxton	11,645 kg	9.84 mpg	May 10, 1990
Javelin/Caetano-loaded	10,716 kg	11.2 mpg	June 7, 1990
DSB Dubrava	11,690 kg	10 mpg	June 28, 1990
Neoplan Cityliner	14,390 kg	10 mpg	July 5, 1990
DAF MB200/ Duple Laser*	10,615 kg	11.82 mpg	August 2, 1990
DAF SB3000/Caetano	12,420 kg	11 mpg	August 30, 1990
EOS	12,340 kg	10.87 mpg	September 13, 1990
Royal Tiger Doyen*	11,673 kg	10.4 mpg	October 25, 1990
Plaxton/Duple 321	11,820 kg	10.57 mpg	January 10, 1991
DAF MB230/Caetano	12,840 kg	10.12 mpg	March 7, 1991
Javelin/Berkhof	11,270 kg	11.04 mpg	April 18, 1991
Neoplan Transliner	12,315 kg	10.5 mpg	May 9, 1991
Scania K93 - auto	11,320 kg	11.6 mpg	June 27, 1991
manual	11,268 kg	10.7 mpg	
Bova Futura*	11,970 kg	10.24 mpg	September 26, 1991
Setra	11,920 kg	11.326 mpg	

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	(at 50 mph)	(at 70 mph)
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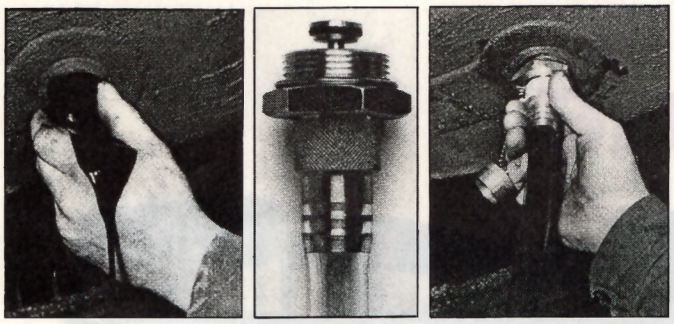

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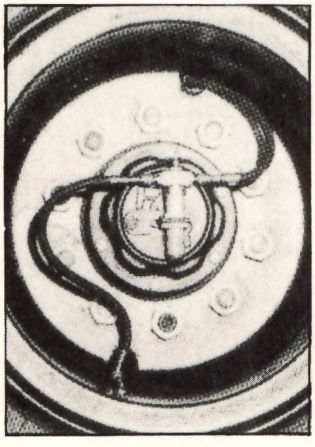

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Coach travellers must *not* be treated like luggage

RIGHT from my early days in the family firm, father convinced me that business and pleasure should not be mixed.

Not only is attempting to combine work and play injurious to relaxation, it also appears grossly unprofessional to those with whom you attempt to do business.

Consequently, I do not seek private hire work in clubs or saloon bars, do not live 'over the shop', and have never been on one of my own coach tours.

No serious attempts were made to achieve even a minimum standard of customer care.

Nor, despite arranging the holidays of thousands, had I been on a tour arranged by anyone else. I often wondered what it was like being a passenger - herded, bag and baggage, from one stopping place to another along with companions not of one's choosing. Partly to educate ourselves on how the customer feels, Betsy and I went, incognito, on a coach tour to Czechoslovakia.

I will not disclose the name of the tour operator with whom we travelled, or bore you with our holiday tales. But operator readers may care to ponder over the consumer research aspects of our trip. Foremost, it shattered two of the commonly held beliefs about coach holidays. These are that passengers have to be picked up near to home and that most of them will have had some past experience of coach travel and/or coach packaged tours.

The charm of Prague: experienced by Marksman.

For the operator concerned markets nationally and all passengers join tours at Dover!

Many of my 130-odd fellow passengers had travelled more than 200 miles to get there and, as far as we could discover from speaking to most of the passengers, only about two in 100 had been on a package coach holiday previously. These two factors opened my eyes to a whole new potential market.

Now the journey from Ostende to some 120 miles east of Prague (with no overnight stop enroute) took some 18 hours. Although this was the bit that Betsy and I faced with some trepidation, we (and fellow passengers) found the physical aspects of this long journey quite tolerable.

The MAN-powered Astromega proved very comfortable (although its reluctance to even look at a slight uphill gradient reminded me of the performance of the Bedford VAM 5!). It was clean, air conditioned, rode well, and passengers enjoyed hostess service of a variety of reasonably priced beverages.

Few, however, enjoyed the choice of video shown (which ranged from over-rated films like 'Grease' to a nameless piece of rubbish which left most of us in no doubt that sex, drugs, drink, violence, suicide and a vocabulary consisting of short words forms the core training of American servicemen).

Many passengers would have rather had no video at all. I was not at all impressed with the very few words directed to passengers by the two drivers and the hostess.

Not all potential clients for tours have graduated from Butlins and the Costa Plenty.

Their announcements were limited to telling us how to work the lights and air nozzles, how to get a drink on board and not to use the toilet unless we were desperate.

Apart from that the only other information they gave was what time we were required to be back on the coach at stopping places.

No serious attempts were made to achieve even a minimum standard of customer care-making passengers really feel welcome and at home, pointing out some of the sights (like Cologne Cathedral), and being at the door to help (even young!) stiff-legged passengers off the coach.

What I thought must be the height of this customer indifference was attained when, in the small hours of the ▶

MARKSMAN ON TARGET

night, we stopped for just over an hour on a German Autobahn, without any explanation being given. It transpired an air pipe had fractured on the second coach.

But worse was to come. As we neared our destination (in both directions) the most incredible thing, especially given the amazing under-use of the public address system throughout the rest of the journey, happened. The driver announced that the hostess 'was coming round to make the customary collection for the crew'!

Now, the perceived wisdom of UK coach operators is that, measured by Western standards, decent hotels are rare in Czechoslovakia. From what I saw of it, that is just about right.

Ours, though adequate, was nothing to write home about. But what can be expected when seven nights half board can be bought for about £40, a bottle of wine or a satisfying snack lunch for about 60 pence or, and I kid you not, an absolute banquet for two people which leaves change out of £6! In brief, the standard of the hotels is depressingly low, but the value for money is extraordinarily high.

Like Betsy and I, none of the passengers on this tour had come for a sun-soaking, high living, entertaining, holiday. We set out to enjoy an experience, to see a different world, to witness the after-effect of Communist rule, and to get a feel for what it was really like. In all of this we were not disappointed and felt the tour to be excellent value for money.

It set me wondering whether, as in clinging to the belief that our tour customers are seasoned coach package holiday-makers who have to be picked up at their street ends, there is not another sacred cow awaiting slaughter. Not all of the potential clients for coach tours have graduated from the fun of Butlins to the lurid excitements of the Costa Plenty.

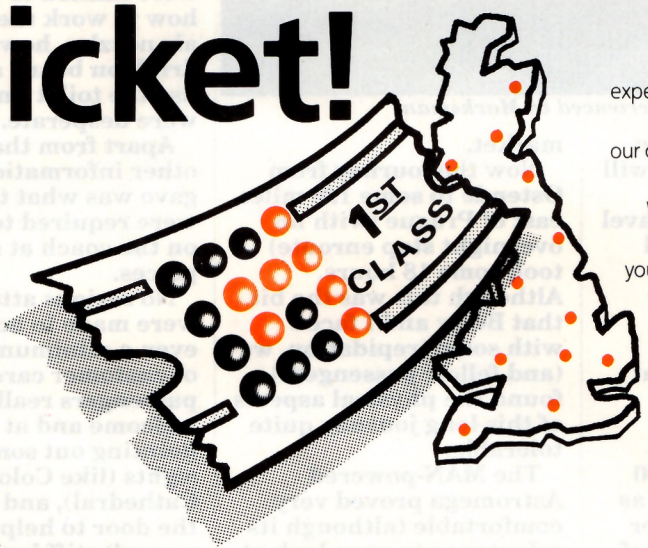
Special interest, activity, 'learning' holidays and other serious pursuits, are much in vogue. Like many coach tour operators, I have not begun to target this sort of market, but when I do, I hope that I can give all those enjoying the coaching experience for the first time something better than that handed out to me.

I need not have entertained fears about the comfort of making a long coach journey, nor been apprehensive about compatability with the rest of the party. All of that was fine. What I did not like, and made me cringe for the industry, was the thought of all these people who were newcomers to coach travel being treated as if they were luggage.

Luggage that was so irksome to transport that the crew needed a backhander to do it. These passengers would be going home, and regaling their friends, with the wrong impression of how pleasant coach travel could, and should, be.

This holiday has given me, and I hope others, some new and different ideas. I have one more, that I lack the courage to act on. From what I see of property prices in Czechoslovakia, one could buy a 60-bed hotel for about the price of a secondhand coach. What an opportunity for anyone bold enough to diversify!

Just the ticket!



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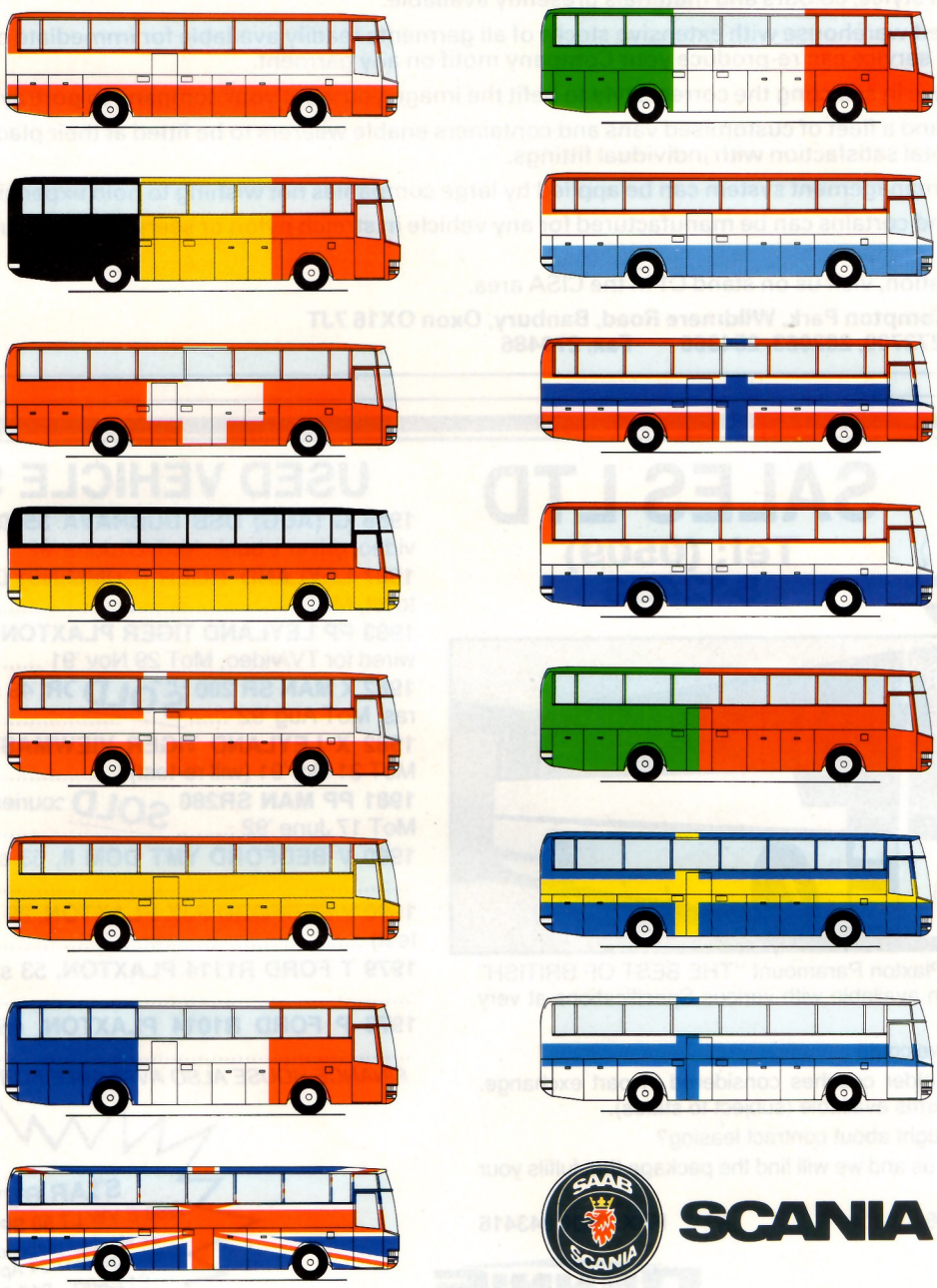

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Weekly report on law and the coach operator by Michael Jewell

Traffic commissioner gives Allenways a strong warning

ALLENWAYS Coaches, of Birmingham, was said to be on a 'knife's edge' when it appeared at disciplinary proceedings before the West Midland traffic commissioner, John Mervyn Pugh, following convictions for drivers' hours offences.

The hearing was also told that a coach driver had been involved in a fatal accident in Russia while uninsured.

In June the company was ordered to pay £4,100 in fines and costs after Birmingham city magistrates were told that a driver had to be physically woken up by passengers after falling asleep at the wheel of a vehicle.

Two of Allenways' drivers, and its traffic manager, Ronald Freeman, were fined a total of £1,170 *(Coachmart,* June 27).

For the company, Michael Carless, said that the convictions in June were the only convictions recorded against the company. The offences arose out of one contract.

The company had an urgent inquiry on Tuesday, August 28 from a tour operator in Cheltenham who had been let down.

It was requested to provide two coaches for the Saturday to go to Butlins at Ayr. A price was negotiated in the absence of an itinerary.

Director, David Watkiss, assumed that the picking up points would be in the Cheltenham area.

When the itinerary was faxed to the company late on the Thursday afternoon, Mr Watkiss realised that the whole thing - finance, numbers, itinerary and drivers - was a problem.

The hearing was told the company had to pay £4,000 for the release of a driver involved in a fatal accident in Russia.

One coach was required to start at Portsmouth at 0300 hours, finishing picking up in Cheltenham at 0800 hours. The other was required to start at Llanelli at 0400 and finish picking up at Barrow-in-Furness at 1515 hours.

Mr Watkiss tried desperately to get additional drivers but none were available. The two drivers allocated to the job did the best they could. They could not just take a long rest and abandon their passengers.

Mr Carless conceded that there was no doubt that Mr Watkiss knew before they set off that the drivers were going to break the drivers' hours law. The return journey had been properly organised, with extra drivers being sent to Scotland. Mr Watkiss did not know what happened to the tachograph charts. One driver said that he had handed his to the traffic manager and the other said he left them in the coach. They had never been found. The whole thing had been a total disaster.

Questioned by Mr Mervyn Pugh, Mr Watkiss admitted that the £4,100 had not been paid, saying that he had been on holiday.

Mr Carless said the company had been given three months in which to pay. In today's conditions, it was impossible to find £4,000 just like that.

Allenways had also had problems financially with a coach that went to Russia. The company had a long established contract.

It was impossible to get insurance in this country for use in Russia, and it had to be obtained at the border. Though given the money to obtain the insurance, on this occasion the driver did not get it. The coach was subsequently involved in a fatal accident. Allenways had to pay in excess of £4,000 to the Russian authorities to obtain the release of the driver.

After Mr Carless had given an assurance that the fines and costs would be paid within a week, Mr Mervyn Pugh said that was not good enough.

Mr Carless said that the dilemma was that if it had paid the fines and costs, plus the £4,000 to the Russians, Allenways might not have been able to maintain its vehicles.

Mr Watkiss said that he could not be absolutely certain that the company could pay the £4,100 that day. He expected to be able to pay it within seven days, and he gave that undertaking.

Mr Mervyn Pugh said the company's licence was likely to be revoked, warning Mr Watkiss he was on a 'knife's edge.'

Adjourning the proceedings for four weeks, Mr Mervyn Pugh said he required a receipt to be produced within seven days showing that the £4,100 had been paid. In the event of that receipt not being produced, the licence would be suspended pending payment of the fines and costs.

Warning the company that the licence would more than likely be revoked, in view of the seriousness of the offences, Mr Mervyn Pugh said: 'It will be up to you to persuade me to do otherwise. You are on a knife's edge Mr Watkiss.'

He indicated that he would also have to consider the question of the associated Claribel Coaches' licence if he held that Mr Watkiss had lost his repute.

Briggs gets licence back

SWANSEA coach operator, William Briggs, whose licence was revoked in July for 'repeated road traffic offences' has been granted a new international licence by the South Wales traffic commissioner, John Mervyn Pugh.

The commissioner had directed that the revocation of the licence, held by Mr Briggs, who trades as Briggs Coach Hire, should not take effect until the beginning of October *(Coachmart,* July 18).

Mr Briggs had been convicted of using 12-seater minibuses without the authority of a PSV operator's licence, and Mr Mervyn Pugh said that confusion had arisen as Mr Briggs had two businesses - a coach operation and a hire firm - and he could not distinguish between the two.

Granting a licence with a condition that only two specified minibuses, in addition to two 25-seater single deckers, be used, Mr Mervyn Pugh said Mr Briggs had lost his good repute in July. 'I now formally place on record he has regained his good repute with a full, honest approach,' he said. 'Basically, you are a very honest man and got yourself into a terrible muddle by not instructing staff which made the situation worse.'

The sensible way that Mr Briggs had listened to advice given was to his credit, said Mr Mervyn Pugh. 'You have not showed anger and you were disappointed with yourself for what happened.'

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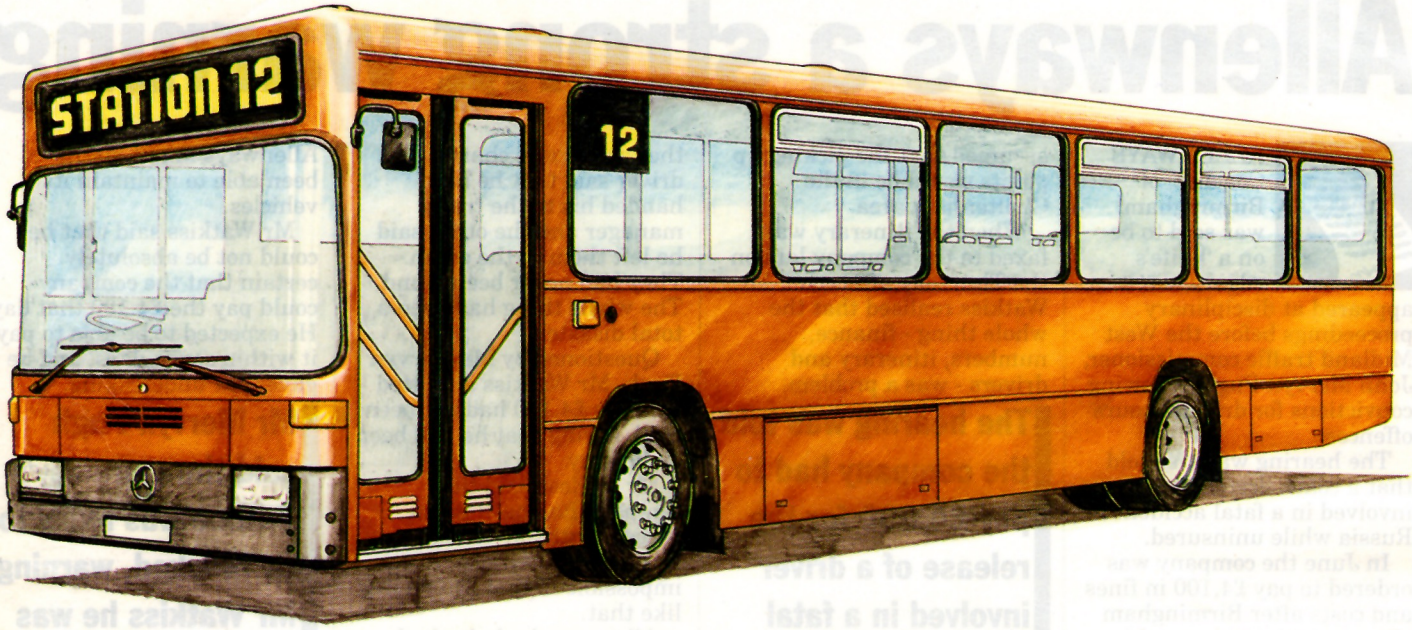

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Weekly report on law and the coach operator by Michael Jewell

Stuarts blames political opposition for failing to obtain new premises

THE continuing failure of Stuarts Bus & Coach, of Hyde, to obtain planning permission for new premises was blamed on political opposition, when the company appeared at disciplinary proceedings before the North Western deputy traffic commissioner, Kenneth Birchall.

Managing director, Michael Stuart, said its existing premises were not entirely suitable and the company had been making strenuous efforts to find an alternative. It had met opposition from Tameside Council in terms of the refusal of planning permission for various suitable sites. He believed that it was political, as Stuarts had competed on deregulation.

DTp vehicle examiner, Simon Bruno, said Stuarts was authorised to operate 17 single and double-decked vehicles. Since August 1988, 10 prohibition notices, of which nine were of immediate effect, had been issued. Five of the prohibitions had been imposed during annual tests.

Following letters of complaint from other operators, a fleet check was carried out in June and July, said Mr Bruno. Ten vehicles were examined and one immediate prohibition and six advisory defect notices were issued. The vehicle condition was fair, but as the outside inspection pit was in use, only a partial examination was carried out. There was an inside inspection pit available for the single deckers. The condition of the coaches was far from perfect, but was of a much higher standard than that of the buses.

Mr Bruno said there were fundamental shortcomings in the maintenance. Defects found were usually of a safety critical nature. The condition of buses presented for annual test was totally unacceptable. It was impossible to adequately inspect the double-deckers using an outside pit. The driver defect reporting system was not being adhered to. The company had said it did not attract the type of driver who would bother reporting defects.

There was a total lack of caring by the drivers, who were even unwilling to check the oil and water in the morning. Many of the defects ought to have been spotted by the drivers.

He was not certain that all the vehicles could be parked within the present premises, which were totally unsuitable. He agreed there had been a slight improvement in the condition of vehicles presented for annual test since the fleet check.

Mr Stuart said the aim was to find an alternative site before the present licence expired in January. A new traffic manager had been taken on and part of his function was to control the drivers. It had also appointed a new foreman for the fitting staff. It had changed the driver defect reporting system and got rid of all the troublesome drivers. The drivers had mainly come from GMT, where everything was done for them, and it was a question of re-educating them to the private sector.

The company had 22 vehicles in possession, which gave it the flexibility of rotating vehicles. It could physically park 18 vehicles at the premises. Three vehicles were out all the time and one vehicle returned at 0300 hours. The company owned part of the unadopted access road. There was no objection to it parking a vehicle there if it became necessary.

Mr Birchall said: 'I don't feel your presence is much appreciated by the neighbouring residents.'

At the time of the fleet check it had been operating a great number of school contracts in Stockport, said Mr Stuart. There were problems with children damaging the vehicles and the policy was now not to do as much school work. Only about 10 percent of the fleet was now engaged on that.

The defects on the vehicle given the immediate prohibition during the fleet check had already been noted and the vehicle parked up. Arrangements had been made to use the voluntary test system at the local test station. Each vehicle would go through every three months. That should enable it to nip brake problems in the bud.

In reply to Mr Birchall, Mr Stuart said that over the last 18 months the company had a policy of getting rid of the older vehicles. The average age of the fleet was about 13 years. During the last few months it had a 50 percent first time pass rate at annual test with mainly double-deckers. It was quite pleasing really when its past record was considered. He felt the company was 90 percent efficient now.

After Mr Stuart had said there was an obligation on the drivers to check their vehicles every day, but whether it was done or not was another matter, Mr Birchall said he did not agree. It was a question of management control.

Clive Baines, the company's foreman fitter, said he was appointed to get a grip on the staff. There had been changes over the last few months and he felt that he now had a good team. There was no restriction on finance and he had the final say whether a vehicle went out on the road.

Taking no action in view of the fact the licence expires in January, Mr Birchall directed that the renewal be considered at a further public inquiry.

Restricted PSV licence is granted to Kent woman

JANICE Surridge, who trades as J R S Traveline, of Hadlow, near Tonbridge, has been granted a restricted PSV operator's licence enabling her to run a 16-seater minibus on a schools' service.

Mrs Surridge told the South Eastern and Metropolitan traffic commissioner, Brigadier Michael Turner, at an Eastbourne public inquiry, that she was currently operating without a PSV operator's licence using two eight-seater minibuses.

She would buy a larger minibus if her application was successful and a Leslie Garrett would act as her transport manager and driver.

The new vehicle would be kept and maintained by R & J Services, at the Hadlow Garage, and she was confident that the company could do the work satisfactorily.

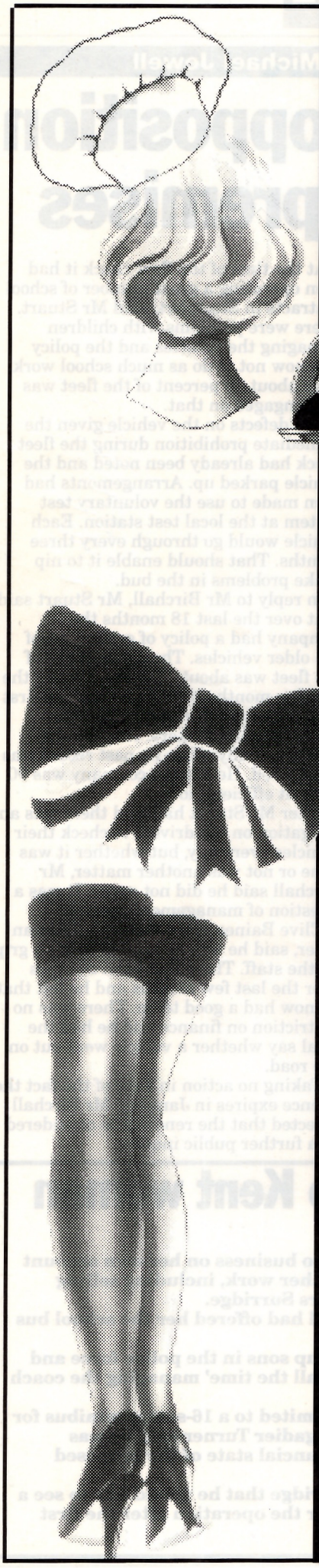
She wanted to go into business on her own account after a period doing other work, including selling television sets, said Mrs Surridge.

Kent County Council had offered her the school bus contract.

She had two grown-up sons in the police force and she would be 'around all the time' managing the coach operation.

Granting a licence limited to a 16-seater minibus for a two-year period, Brigadier Turner said he was satisfied about the financial state of the proposed business.

But he told Mrs Surridge that he would like to see a financial statement for the operation after the first financial year.



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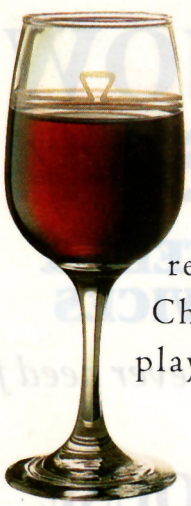

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East Anglia has so much to offer tourists

There's much more to the East Anglian region than simply the Norfolk Broads. The rural scenery is complemented by every attraction, from a theme park to vineyards.

MENTION East Anglia and everyone thinks of the Broads. Although this tourist-rich area is an irresistible draw, it is surrounded by a wealth of other attractions.

East Anglia has several advantages over other regions. It is only an hour, or two from Central London and Dover, and has two of its own ferryports.

Roads in the area have improved dramatically in the last few years. Not only has the M11/M25 improved access to the south of the region, the trunk roads have been upgraded substantially.

Scenically, East Anglia can offer the stark, man-made Fens, open coasts, reed-fringed estuaries and the rolling countryside of Norfolk.

Some areas are just as the painter Constable would have seen them... minus the odd haywain!

Great Yarmouth: one of the many attractions of East Anglia.

The quality of the rural scene is reflected in towns and cities.

The University city of Cambridge needs no introduction to operators. It is one of the UK's 'musts', particularly for incoming groups.

But Colchester, Norwich, Chelmsford, and even Peterborough, are vastly improved as tourism destinations.

The coastal towns of East Anglia are also something of a tradition. There's Southend, Great Yarmouth and Hunstanton, plus a plethora of others from the Thames Estuary to the Wash. You can take your pick from sandcastle strands, fishing harbours and sleepy seaside villages.

There are plenty of heritage attractions, from castles to cathedrals.

East Anglia can boast the first burial place of Mary Queen of Scots, the homes of the gentry and one of the Queen's favourite homes, Sandringham.

And there are dozens of specialised museums displaying collections of farm machinery, aircraft, fairground rides and even toys.

There's a theme park, aquaria, roller rinks, zoos, go-kart racing, swimming pools and a great deal more for children.

The Fens - a man-made attraction for visitors

FENLAND'S district councils are joining together next year to promote the Fens as a tourist destination.

Although they are flat and relatively featureless, the Cambridgeshire tourism department has great hopes for the area during 1992.

Cambridgeshire tourism officer, Guy Mills, said: 'We're being realistic about this. Clearly the area is only really suitable for a short break destination, but beneath the surface, there's an extremely interesting story to be told.'

The Fens are entirely man-made - an area of marshes and sea drained by 19th century engineers from the Netherlands to create one of the richest agricultural areas in the UK.

The county council expects tourists - both incoming and domestic - to approach chiefly from the cathedral city of Ely.

The first stop will be the tourist information centre, which is itself an attraction. The new TIC is in Cromwell House, and offers tours of its own facilities together with audio-visual presentations of Cromwell's life and times.

Rooms have been restored to look as they might have in his day.

'We like to think of Ely as the southern gateway to the Fens,' said Mr Mills.

'The area does need some explaining, but we now have a good number of qualified Blue Badge guides available to coach operators.'

Details of Cambridgeshire tourism are available from Guy Mills, Tel: 0223 317111.

● *East Anglia special continues on page 43.*

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The signs of good times ahead!

Catherine Cookson Country

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THE LEAS dominate a magnificent stretch of coastline embracing Marsden Bay and its world-famous Grotto, the seabird colony of Marsden Rock and Souter Lighthouse. The Leas and the Lighthouse are National Trust Property.

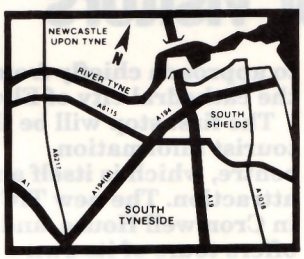
THE COOKSON COUNTRY TRAIL takes in places of interest from the early life of Britain's most popular author. Guided tours are available.

ST. PAUL'S CHURCH, Jarrow, where the Venerable Bede wrote the first History of England and the remains of the Anglo-Saxon Church and Monastery grace this important Christian heritage site.

SANDHAVEN BEACH is South Tyneside's main beach which won the European Blue Flag in 1990 for its cleanliness and facilities.

THE COOKSON COUNTRY FESTIVAL is South Tyneside's annual summer programme of fun and entertainment with big name stars and attractions to suit all the family.

South Tyneside enjoys excellent road links to the main motorway and trunk road network via the A1, A194(M), A19 and Tyne Tunnel. Newcastle with its international airport and main line railway station is only 20 minutes away. The Metro system, excellent bus services and crossriver ferry serve all parts of Tyneside.



That's South Tyneside!

FOR FURTHER INFORMATION CONTACT:
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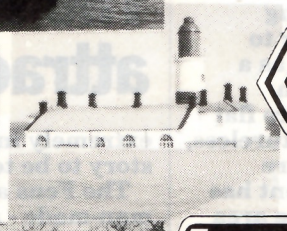


Souter Lighthouse & the Leas

St. Paul's Church & Bede Monastery Museum

Beeston's is on to a winner

ONE of East Anglia's long-established operators, Beeston's of Hadleigh, rates its home territory a firm favourite - even with the locals.

Top attractions for its customers are definitely Pleasurewood Hills theme park and nearby Great Yarmouth and its Pleasure Beach. But the rural countryside draws in operators from throughout the country.

One of the top heritage attractions are the three villages of Kersey, Lavenham and Long Melford, near Sudbury. The old wool towns have all the old world charm which incoming groups associate with English life - including a ford, the Carsey Splash, at Kersey.

There are plenty of quaint cottages in the area, making it ideal for a touring excursion. The Bell Inn at Kersey and The Friar's Restaurant in Sudbury are recommended by the tourist board as meal stops, though pre-booking is needed.

One of the top heritage attractions in the area is the 15th Century Little Hall, at Lavenham, where admission is just 80p a head. It houses collections of furniture and other antiques, has a garden and of course is architecturally fascinating.

For shopping trips linked with heritage visits, Beeston's recommended Cambridge, Colchester and Norwich, the latter having an excellent market.

An off-beat attraction popular with all age groups is The Thursford Collection of steam organs and fairground rides at Fakenham, while Woodbridge's restored tide mill is also popular.

Right: Pleasurewood Hills - a top attraction.

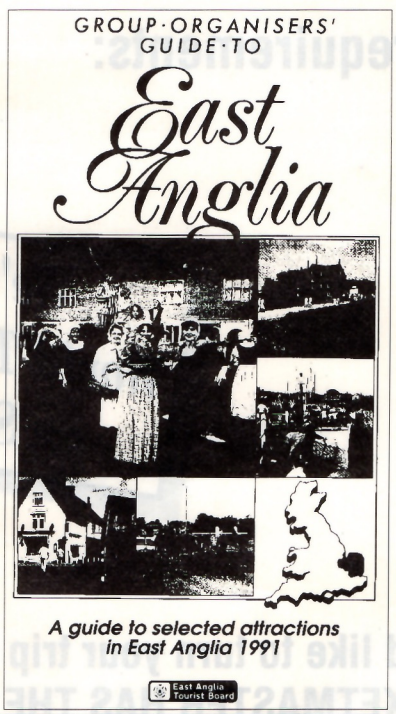
Don't miss out on a good time

THE group travel trade manual to East Anglia highlights more than 60 of the top attractions.

The 24-page guide to the area quite literally maps out many of the major venues, lists them, and gives admission charges and phone numbers. A range of suitable meal stops, at both restaurants and hotels, is given.

A useful appendix provides the numbers of all tourist information centres, Blue Badge guides and coach parking.

Copies of the group travel trade manual are available from East Anglia Tourist Board, Toppesfield Hall, Hadleigh, Suffolk IP7 5DN.



Ring and ensure a great time

EAST Anglia Tourist Board is offering familiarisation trips around the region to any operator - or coach operators' association - with just a phone call.

The wide range of attractions in the East Anglia region can be sampled by contacting either Jackey Mayes, or Stephen Rampley, on 0473 822922.

A festival of fun

ONE of Cambridge's premier tourism events in 1992 has been set for the end of July.

The Cambridge Festival - a fortnight of music and cultural events - starts on July 18, and at its close on July 30 slides neatly into the three-day folk festival until August 2.

The festival is next year themed 'The New World', drawing a parallel between the discovery of the Americas and the new Europe. The theme is particularly appropriate as American airman based in the area during WW2 return on the 50th anniversary celebrations.

Musically, the festival covers the broadest range of tastes. Venues vary from the 1,400-seat Corn Exchange to 150-seat chapels within the University grounds. It is a golden opportunity for foreign tourists in particular to see these buildings and hear music appropriate to the surroundings.

All details of tourism within Cambridge are available from the Information Centre, Tel: 0223 322640. Ask for Margaret Badcock.

A region steeped in religious history

THERE are few regions which can boast the number of important religious sites as East Anglia.

There are countless ancient churches, two of the country's most historic cathedrals, abbeys and - especially in Norfolk - the ruins of churches abandoned when the Black Death swept away entire villages.

Ely Cathedral is widely regarded as having among the most stunning interiors of any cathedral standing in the country.

The site has been occupied by a place of worship since 673 AD, when Ely was almost literally the centre of an island surrounded by the then swampy Fenland.

Peterborough Cathedral is the burial place of Catherine of Aragon, and was the former burial place of Mary Queen of Scots.

Guided tours are available pre-booked at £1.25 a head.

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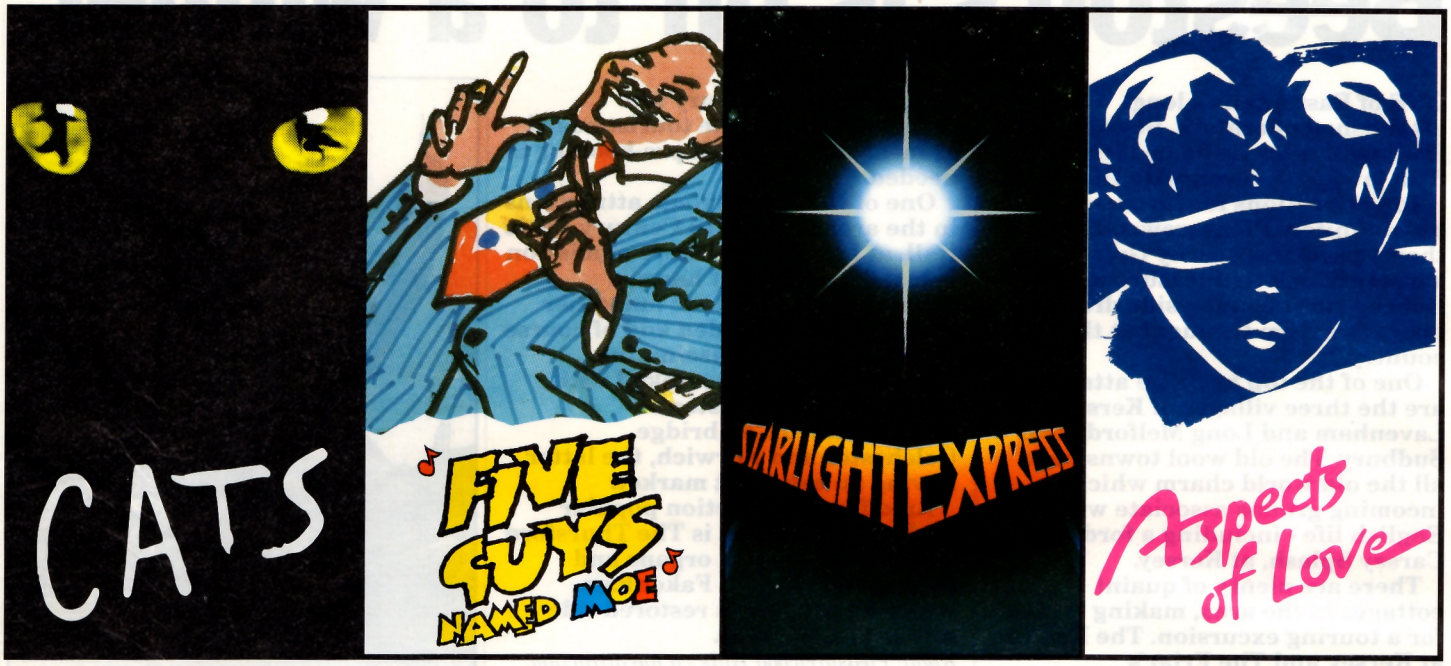

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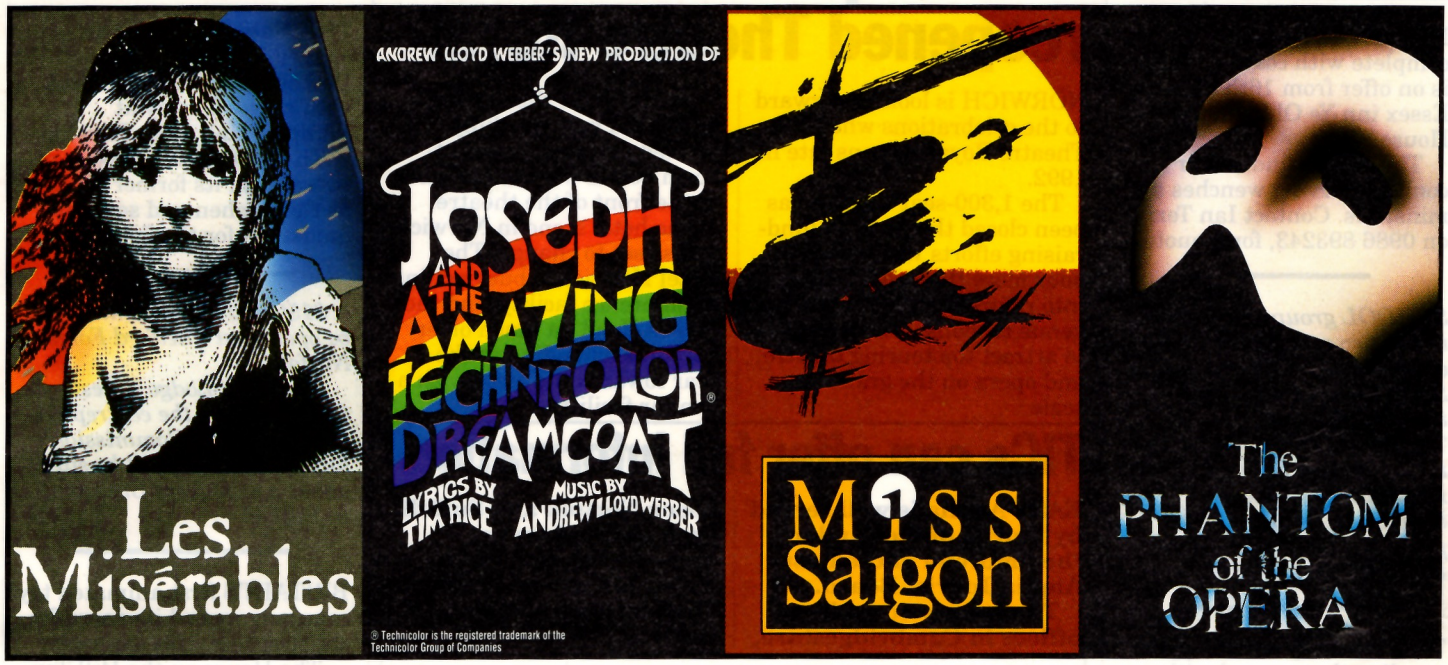
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THE PHANTOM OF THE OPERA and two nights accommodation at the Tower Thistle Hotel from just £69.95 per person!

Best seats are available for all these shows - in some cases as far ahead as next summer - and all can be linked with a pre-theatre meal for no more than £47.95 per person!

CALL TICKETMASTER PLUS NOW
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Tour briefs

MEDIEVAL banqueting, complete with costume hire, is on offer from 16th Century Essex inn Ye Olde Plough House.

The deal includes four courses, serving wenches and minstrels. Contact Ian Terry, on 0986 893243, for a quote.

SCHOOL groups may want to use two new Swedish cabins built at Thornham, in Suffolk, to accommodate them during trips to Thornham Field Centre. The two cabins on Lord and Lady Henniker's estate can between them take 28 at a push. Details from Glenda Betts, Tel: 0379 788153.

THE mentally handicapped are directly targeted with a new initiative from Barrington Farm, near North Walsham in Norfolk.

Accommodation for 28 can be used during weekend stays at the rare breeds centre. Aerobics, art classes, discos and days out can be arranged Tel: 0692 650707.

Coach operators await reopened Theatre Royal

NORWICH is looking forward to the celebrations when the Theatre Royal reopens late in 1992.

The 1,300-seat theatre has been closed this year as fund-raising efforts were made to pour more than £3.5 million into refurbishment. When the venue reopens, it is expected to attract top touring theatre and opera on the grandest scale.

Facilities for the disabled have been very carefully worked out, and coach set-down points will be available at the front of the theatre.

The hotel scene in Norwich is also set to change. The Hotel Norwich is busy adding a conference facility, and the Maid's Head - a much older hotel - is extending at the rear towards the river with a similar facility.

TICs can offer full information

EAST Anglia is well served by tourist offices under the umbrella of the East Anglia Tourist Board.

The county council offices in Cambridgeshire, Essex Norfolk and Suffolk each have a tourism department, and all the major towns and cities have tourist information centres.

CONTACTS

East Anglia Tourist Board: Trevor Hayward, Tel: 0473 822922
Cambridgeshire: Guy Mills, 0223 317111
Essex: Lynn Ballard, 0245 492211
Norfolk: Lydia Smith, 0603 611122
Suffolk: Giles Goyder, 0473 230000

Tour briefs

THE National Trust has opened an 'Upstairs, Downstairs' style attraction with a new display at Wimpole Hall, near Royston.

The basement has been revealed in its former glory - as the kitchen and servants' quarters - for the first time.

A £150,000 visitor centre is to be opened at Thetford Forest, Norfolk.

The High Lodge Forest Centre will be the centrepiece of the Forestry Commission's forest park, and will be sited about a mile from Brandon, in Suffolk.

BRITAIN'S first animated toy museum opened its doors for the first time this summer.

The House on the Hill Toy Museum at Stansted Mountfichet, Essex, features moving exhibits including a huge Meccano fairground and model railway.

The House on the Hill Toy Museum is open Tuesday to Sunday from 10 am to 4 pm each day.

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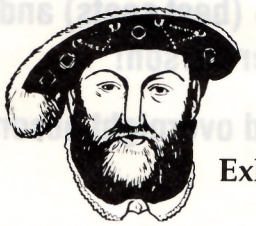

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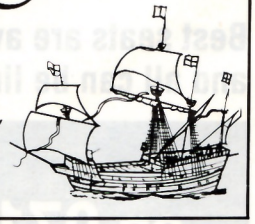

Your Travel Trade Contact:
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Clapton Coaches goes into tours with bonding

BATH-based Clapton Coaches has branched out into tours for the first time - predicting that 1992 will be a boom year for coach business.

The small company has selected 24 UK and European destinations for its first brochure, under the guidance of new tour manager, Steve Lippett.

'We are very encouraged by the response from travel agents and from the public,' said director, Maurice Chivers. 'Clapton Coaches Holidays is a new and exciting venture for us.'

The initiative has grown out of bookings by groups for holidays and excursions, and a programme of short breaks in Scotland.

The result is a coach tour service with central departure points in the area, but feeder buses and taxis to enhance the door-to-door service.

Clapton Coaches is taking 1992 seriously. It has already achieved bonding with the Bus & Coach Council's BCH scheme: 'This will shortly become a legal requirement,' said Mr Chivers. 'But we have grasped the nettle and joined already.'

Coventry reacts to criticism

COVENTRY has reacted to criticism of British tourist centres by launching its own 'Book a Bed' service. The new system allows tourists to book and confirm accommodation instantly at the tourist information centre. The service is linked to other regions' TICs via the BABA network. Already, 500 tourists have used Coventry's service. ***(Above) Tourism chiefs from the TIC, ETB and Heart of England Tourist Board join Coventry's deputy Lord Mayor to open the new system.***

Industry showcase pulls crowds

INDUSTRIAL tourism in the North-East seems flavour of the month with tourists and operators.

The Gateshead-centred Open to View exhibition, running this week, attracted 10,000 enquiries and resulted in 3,500 bookings to visit the area's industrial attractions.

The hotline, sponsored by Gateshead Metropolitan Borough Council, was red hot after an article appeared in *Coachmart* publicising the initiative: 'We were very pleased with the response to the venture,' said a GMBC spokesman.

● In our original article, we suggested that the exhibition was housed in the MetroCentre. This was incorrect, and we apologise for any confusion we may have caused.

Salou goes for groups at Coach and Bus '91

SPANISH destination, Salou, is making a play for coach tours during Coach & Bus '91 at the NEC.

The resort says only 10 operators feature Salou holidays... but that there is room for more: 'Coach operations will complement existing tourism at the resort,' said Josep Maria Perez, president of the Salou tourist authority.

'Current figures show that the number of holidaymakers from the UK has picked up significantly over the last two years but there is room to develop and increase tourism to Salou and we feel that coach operators are ideally placed to tap this opportunity.'

The Salou delegation, on stand 809, will be having an open forum for operators on October 19 and 20.

Lundy ferry steers a course for coach business

LUNDY Island's regular passenger ferry ship, the Oldenburg, is steering a little off course at the end of this month when it sets out up the Bristol Channel.

The 267-passenger ship - which is already used by coach operators - is taking a special cruise starting October 31, taking in Clevedon and Bristol before offering round-harbour trips and River Avon cruises.

It sets off back to Bideford on November 4, with tickets available for all legs of its trip... though some days are restricted.

Coach operators are being offered a sliding scale of discounts from 10 percent to 20 percent for group cruises. **Contact Lundy booking office, on 0237 470422, for full details.**

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Dome cuts fifth from group tickets

PLYMOUTH'S latest attraction, the Plymouth Dome, is chopping 20 percent off admission to attract more coach business.

The 'living history' exhibition, which charts time from Drake's day through to the Blitz, is an ideal under-cover spot for winter breaks. It is open every day of the year except Christmas Day.

Operators can get a taste of the attraction at Coach & Bus '91. It offers visitors a walk through a Tudor street, with all its sights, sounds and smells, an audio-visual display of the port's most famous seafaring adventures, a promenade on the 'deck' of an ocean liner meeting the famous, and views of the harbour as it is today brought into the Dome by radar, satellite and TV telescope.

To get the discount, operators have to book more than £30-worth of tickets: 'We welcome all coach parties to visit us here at Plymouth Dome,' said manager, John Ford. 'Drivers can enjoy some light refreshment with the compliments of the management.'

Further details are from Plymouth Dome, on 0752 603300.

Hill tram goes up

DESPITE a drop in numbers of visitors to Llandudno, the Great Orme Tramway is reporting a boom during 1991.

A promotional package, produced by design and print firm Brynwood, is claimed to have helped save the day for the attraction which, only two years ago, was threatened with closure.

The unusual cable-driven mountain tramway carried 117,000 in the summer of 1990. But this year its trams have carried 140,000 to the summit of Great Orme, almost 700 feet up.

'Our new marketing strategy, together with eye-catching leaflets, posters and hanging cards all imaginatively designed by Brynwood, has had a major impact,' says Grwp Aberconwy marketing officer, Rosemary Sutton. 'What we've achieved is nothing short of remarkable.'

'People were so impressed by the colourful posters that they asked if they could buy them. Now we sell them as souvenirs.'

● **THE World Travel Market seems set to break all records this year, linking tourism chiefs in deals worth a staggering £12,000 million. In total, 3,000 companies representing 140 countries will be at the Olympia show from November 26 to 29. Ninety new exhibitors will be displaying their products. Of interest is an explanation of the tourism stance of the new republics in Eastern Europe - formerly part of the Soviet Union.**

Sally shoppers' discount

SALLY Ferries has tied up with Dunkirk's Auchan hypermarket to bring operators reduced-price sailing... and bring shoppers cheaper Christmas gifts.

Until October 26, shoppers can get discounted glasses, bicycles, toys, Christmas trees and decorations. Operators get an extension to the 30-hour midweek fare until December 26.

A single-deck coach now travels for £200 and a double-deck £275 for any sailing Monday to Thursday. The 30 hours are timed from arrival in Dunkirk.

Shoppers get an added discount for the duty-free shop. All coach passengers get a whopping 20 percent off cigarettes, tobacco and spirits. The driver also gets a free gift.

'There will be other offers available nearer to Christmas,' said Sally Line.

Full details of Sally Line coach operator deals are available by phoning 0843 595522.

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Prices - Sat Nov 30th - £18.50, £15.50, £13.50
Mon Dec 2nd to Sat Dec 14th at 7.30pm and Sat Dec 7th and Sat Dec 14th at 2.30pm - £22.00, £18.00, £15.00
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West End offers new shows

Stagescene

by Brian Huxstep

MUCH IS happening in the West End with new shows. The hottest ticket this summer was of course Joseph and the Amazing Technicolor Dreamcoat with **Jason Donovan** at the London Palladium - now sold out through to May 22, 1992.

Having said that there are seats available in the period January 13 through February 22 - which of course is the period that dear old Jace is on holiday. But don't write the whole thing off because replacement **Chesney Hawks** will be 'big'.

The team from my own Leisure Breaks Company went to a preview of **Mike Batt's** Hunting of the Snark opening at the Prince Edward on October 24. Billed as 'An evening of mystery, imagination, beauty, emotion and laughter', with **Kenny Everett, David McCallum** and **Mike McGann,** it is all set to be a hit. The music is enchanting with some really strong numbers and the animated sets a delight.

Nothing much happened to Grand Hotel which was all set to open at the Shaftesbury, and I can now definitely tell you that it will not be coming in to the West End in the near future. In the Shaftesbury at the moment is Our Town, with **Alan Alda** - the story of small-town life in the States told over a period of 30 years.

A Swell Party, with **Nickolas Grace, Maria Friedman** and **Angela Richards,** is the story of **Cole Porter** and his music in revue form at the Vaudeville Theatre and is booking really well - one to watch.

On the pantomime scene, Jack and the Beanstalk, starring hotlegs **Cilla Black, Bob Carolgees** (with Spit the dog), Bread star **Jean Boht, Patrick Mower** and **Tudor Davies** will play the Piccadilly Theatre from December 13.

Blood Brothers - **Willy Russell's** award-winning musical - will find a new home at the Phoenix Theatre from November 18. Into the Albery from November 21 is The Cabinet Minister, with **Maureen Lipman** and **Derek Nimmo**. Set in the homes of political wimp and cabinet minister, Sir Julian Twombley, it's a comic assault on Victorian manners and the English upper class.

Roald Dahl's children's story about the big friendly giant, BFG, comes to the West End for a limited season at the Aldwych from November 26 to January 28.

After that we look forward to The Cotton Club, a jazz musical inspired by the near-mythical New York club. The all-black Dutch-based European production arrives in London following an extensive European tour.

At the Haymarket, is Becket. Following a sold-out national tour, **Derek Jacobi** and **Robert Lindsay** play Becket and Henry II, in the revival of Jean Anouilh's version of the conflict between the Church and the State. In the wings is Some Like it Hot, with **Tommy Steele,** Sophisticated Ladies based on the music of **Duke Ellington**, and Ken Wall's Phantom of the Opera is rumoured to be coming into the West End.

● Brian Huxstep is a Director of The Leisure Breaks Company Ltd, who specialise in London Theatre breaks.
Enquiries on 071-587 1547.

what's on ... what's on ... what's on ...

Adelphi	Me and My Girl Jonathon Morris and Joanna Riding
Albery	Blood Brothers Stephanie Lawrence and Carl Wayne
Aldwych	The BFG by Roald Dahl
Ambassadors	Thunderbirds Fab Inspired by the works of Gerry Anderson
Apollo	Don't Dress for Dinner Simon Cadell, Su Pollard
Apollo Victoria	Starlight Express
Cambridge	Return to the Forbidden Planet
Comedy	It's Ralph Timothy West, Jack Shepherd, Connie Booth
Drury Lane	Miss Saigon
Duchess	Run for your Wife Ray Cooney, Windsor Davies
Duke of York's	The Glory of the Garden Jill Gascoine, Janine Duvitski
Fortune	The Woman in Black John Strickland, Michael Siberry
Garrick	Kvetch Anita Dobson, Steven Berkoff
Globe	When She Danced Vanessa Redgrave, Frances de la Tour
Haymarket	Becket Derek Jacobi, Robert Lindsay
Her Majesty's	Phantom of the Opera Dave Willetts, Jill Washington
London Palladium	Joseph and the Amazing Technicolor Dreamcoat - Jason Donovan
Lyric	Five Guys Named Mo
New London	Cats
Old Vic	Carmen Jones Sharon Benson, Gary Wilmot
Palace	Les Miserables
Phoenix	Dancing at Lughnasa
Piccadilly	Jack and the Beanstalk Cilla Black
Prince Edward	Hunting of the Snark David McCallum, Kenny Everett
Prince of Wales	Aspects of Love
Queen's	Waiting for Godot Rik Mayall, Adrian Edmondson
Sadlers Wells	Phoenix Dance Company
Shaftesbury	Our Town Alan Alda
St Martin's	The Mousetrap
Strand	The Revenger's Comedies Griff Rhys Jones, Joanna Lumley
Vaudeville	A Swell Party Nickolas Grace, Maria Friedman
Victoria Palace	Buddy
Whitehall	A Tribute to the Blues Brothers Con O'Neill, Warwick Evans
Wyndham's	The Ride Down St Morgan Tom Conti, Gemma Jones, Clare Higgins

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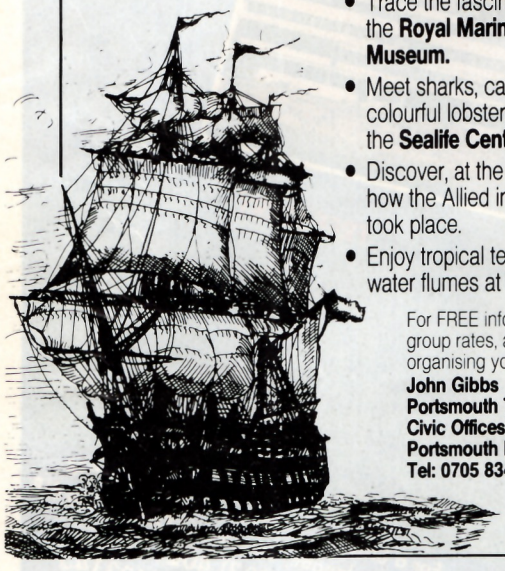

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Nausicaa angling for 150,000 UK visitors

NAUSICAA, France's national sea museum, hopes to attract more than 150,000 visitors from Britain in the next 12 months.

And the attraction, which is exhibiting at Coach & Bus '91 this week, expects 30 percent of those visitors to be groups and is offering reduced admission of less than £4 per person.

Group rates are £3.50 for adults (one in every 20 free) and £2.50 for children (one in ten free). Ample free parking is provided on the quayside next to the centre, which is open daily from 10am to 6pm.

Tuesday and Thursday are set aside for school groups with education packs available in English for all ages. There's also a waiter service 150-seat restaurant which can accommodate special menus.

Stroking a skate is all part of the fun at Nausicaa

Almost half a million people have stroked a skate, touched a starfish and come face to face with sharks in the five months that Nausicaa-the world's largest sea centre-opened its doors on the seafront in Boulogne.

'Our convenient location and unique appeal makes us a natural for groups visiting France,' sales and marketing director, Chantele Frete, said. Nausicca was completed in May at a cost of £16 million and is aimed at making visitors aware of all aspects of the sea.

The emphasis is also on careful management by man in the future.

For further information and group reservations, contact Valerie Falempin on 010 33 21 30 9999 or fax, 010 33 21 30 9394.

NTB Campaign

NORTHUMBRIA Tourist Board has launched a £100,000 campaign to capitalise on visitor loyalty, built up during last year's Gateshead Garden Festival. Called Beyond the Garden Festival, the project is being handled by Northumbria's special projects manager, Brian Kerslake.

Northumbria Tourist Board is on Stand 521.

Efteling opening new hotel

EFTELING, 'Europe's Enchanted Park', will be opening a new hotel next year and launching a variety of new season group packages as part of its move towards becoming the World of Efteling. There will also be a new ride.

The new hotel is due to be opened in June next year. Efteling says that, although priced as a three star hotel, it will offer four star service and accommodation. It is being built at the park gates in true Efteling style and will offer 122 bedrooms ranging from standard rooms to split level apartments that will sleep as many as five and special thematic tower rooms, furnished as if part of an Efteling fairy tale.

Cost will be fixed for the first year with no seasonal changes - prices range from £16 per head for four sharing a standard room to #112 for one person in an apartment.

Details of the new season's group packages available to coach operators and the new ride will also be available at Coach & Bus.

Efteling is on Stand 524.

Chance for British Travel Trade Fair

COACH and Bus 91 will provide the ideal opportunity to launch the first British Travel Trade Fair to coach operators, according to BTTF organiser, Christine Pott.

The British Travel Trade Fair, sponsored by *Coachmart*, is organised by the English, Wales and Northern Ireland Tourist Boards and incorporates the ETB's MOOT and WTB's Travelpact exhibitions. It will take place next year at the NEC on April 1 and 2.

The show promises to reflect the best of British tourism and some 300 exhibitors representing hundreds of different products will be drawn from England, Wales, Northern Ireland and Scotland. As official sponsors, *Coachmart* will also have a stand so make sure to drop in and see us too.

Visitors to Coach & Bus 91 will also be able to put their names down for two useful ETB publications: The 92/93 *Operators' Manual* and *Travel Log*. The *Ops Manual* has become something of a Bible for coach operators and new editions are always keenly awaited. *Travel Log* is a regular newsletter full of new initiatives for the trade and is well read by the industry.

The English Tourist Board is on Stand 526.

SNIPPETS

WHOLESALER Golden Gateways has launched its biggest-ever short breaks guide for coach operators and group organisers. Profitable Product Ideas for 1992 suggest a range of UK and continental itineraries. And operators who make their first deposits-paid booking before December 31 will receive a free bottle of champagne.

AS part of a major drive to attract groups, Kent County Council's tourism department now offers advice and ideas to coach operators planning tours in the Garden of England. The service covers business-orientated tourism - conferences, study tours and incentive programmes - as well as tours and excursions.

CZECH-IN, the holiday accommodation agency specialising in Czechoslovakia, is launching a comprehensive programme of packages for coach operators at this year's Coach & Bus. The packages detail the accommodation and excursion briefs available from Czech-In.

BOULOGNE tourism chiefs are hoping P & O and Hoverspeed will develop its services on the Dover ships to take up the slack left by Sealink Stena's decision to pull out: 'Boulogne remains an attractive entry point to France,' said a spokesman.

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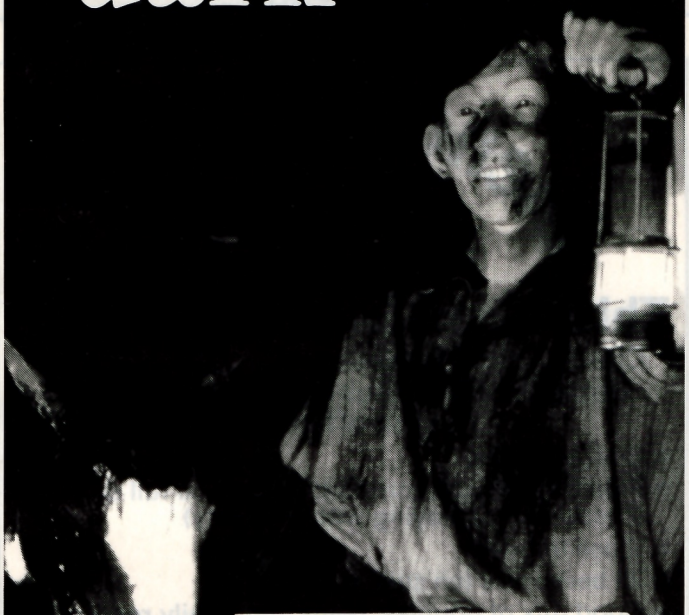

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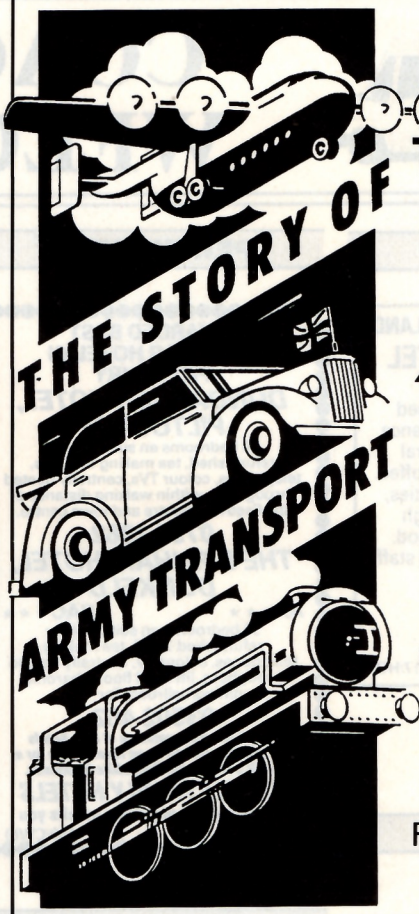

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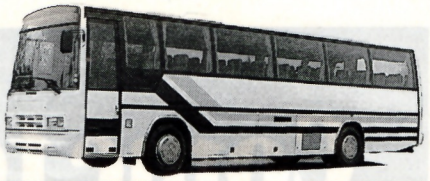

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EXCELLENT PARTY RATES.
DRIVER/ORGANISER FREE.
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15 miles to Ludlow/Shrewsbury, 20 miles to Ironbridge, 100 yards to Cardingwell Valley turn
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THE CARLTON HOTEL IN CHELTENHAM IS AN IDEAL BASE

- *79 bedrooms with full facilities (sleeps 142)*
- *Silver Service lunch/dinner in elegant restaurant*
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- *Lifts to all floors – ground floor rooms available*
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- *Situated 2 minutes from famous Shopping Promenade*

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Fax: 0242 224683
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TV all rooms, tea making facs, central heating. Most en-suite, 6 nights entertainment!

Licensed bar

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MINI BREAKS AVAILABLE EARLY/LATE
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"Pre-Christmas Specials"
Only 2 dates available
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Full Christmas fare – full entertainment
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(22108/CWL)

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Warm, friendly, comfortable, hotel, with a choice of menu.
Licensed bar, dancefloor and entertainment
All bedrooms with private suite, tea/coffee making facilities and all rooms have colour televisions
Day trips especially welcome for lunch meals in parties or groups.
We specialise in coach parties
Special offers available for October 1991 and April 1992
★ ALSO NOW TAKING BOOKINGS FOR 1992 ★
For further details ask for John on (0834) 2186
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For further details contact Ruth on

0733 898111
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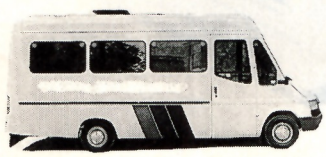

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TRADE SALES (vehicles) – Contact Sally Wright. PRODUCTS & SERVICES – Contact Steve Gibbons/Ruth Kitchen. **Display:** £9 per single column centimetre. Series discounts (for space taken within 12 months of first ad appearing) 7 insertions: 5%, 13 insertions: 10%, 26 insertions: 15%, 39 insertions: 17½%, 52 insertions: 20%.
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BARGAIN BUSES

BARGAIN BUS

1982 DAF MB200 PLAXTON SUPREME GT
53 reclining seats, excellent condition.
£23,500
This vehicle has been maintained to a very high standard.
Tel: 0272 876543
TRANS CONTINENTAL
CLEVEDON MOTORWAYS
(10781/BAR)

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16 seater, petrol, first registered 1989, immaculate condition, low mileage, very economical.
£5,500 + VAT ono
Reason for sale larger coach required.
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(22086/BAR)

BARGAIN BUS

1976 BRISTOL
LHS (ECW bodied), 7ft 6in wide, 30 seats.
£3,000 + VAT
LEYLAND DOUBLE DECKERS
P.D. 3's, ex Southdown & Rossendale.
£2,000 + VAT
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(22093/BAR)

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BEDFORD 500 (S REG)
Dominant I, Grant doors, 45 seater, 11 months MoT, 6 months tax.
£4,500 + VAT
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(22094/BAR)

BARGAIN BUS

BRISTOL LH 1978
Plaxton Supreme, 45 seater, new Leyland 401 engine, 5,000kms only, 12 months MoT, excellent condition interior/exterior.
£2,800 + VAT part exchange considered for Midi/Bus/Coach with power door
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(22143/BAR)

BARGAIN BUS

1982/83 NEOPLAN CITYLINER MERCEDES V8
49 reclining seats, toilet, video, coffee machine, telephone. Excellent for tour work.
£40,000
This vehicle has been maintained to a very high standard.
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CLEVEDON MOTORWAYS
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BARGAIN BUS

1978 FORD R1114
Plaxton Supreme
53 seater, tested April 1992
£4,500 ono
1981 FORD TRANSIT
Dormobile 16 seater, petrol, tested March 1992
£1,750 ono
Tel. 0404 44137 (Devon)
(10761/BAR)

BARGAIN BUS

BRISTOL VR 1976 DOUBLE DECKER
Centre stairs, double doors, MoT 5/92, excellent for year.
£3,000 ono + VAT
Tel. (0602) 729580
(22060/BAR))

BARGAIN BUS

1987 BEDFORD YNV PLAXTON PARAMOUNT 3200
53 fixed semi recliners, one star body, full soft trim, spare coach, surplus to requirements, immaculate throughout.
HODGES COACHES - 0252 873131
(10784/BAR)

AEC

AEC 760 S/A Dominant (T Reg), 53 seats, good condition, full test, in daily use, not on service work, heated screen. **£5,900 ono + VAT. Tel. 0207 71792/71916.** (10706/AEC)

PLAXTON SUPREME 3200, 1977, 53 seats, MoT to August 1992, recent engine. **£5,500 + VAT. Tel. P. Bowran, PMT 0782 744 744.** (22148/AEC)

1979 DOMINANT II Express 760, s/a, 53 seats, heated windscreen, curtains, taxed and tested to 1/3/92. Hi-line needed, hence sale. **£5,000 plus VAT. Tel. 081 845 6637.** (22087/AEC)

BEDFORD

1977 BEDFORD YMT DOMINANT II, 53 seats, Telma, MoT November 1991. **£3,500 + VAT. Tel. 0425 652842.** (10878/BE)

1980 BEDFORD PJK, 29 seater, very good condition, only 205,000 km from new, all white, unlettered, 12 months MoT, must be seen, **£6,750. Crossgate Coaches. Tel. (0597) 851226/851207.** (22059/BE)

BEDFORD

BEDFORD PJK 29 SEATER PLAXTON PANORAMA. MoT June '92, Taxed February, new tyres, new kingpins, new tachograph. Ideal first bus. **£2,000 + VAT. PSV Products, Tel: 061-273 3202.** (22154/BE)

1981 BEDFORD YMT 500 TURBO DOMINANT 11, 53 seats. **£9,000**
1978 BEDFORD YNT 500 DOMINANT II, 53 seats. **£5,000**
1980 BEDFORD PJK DOMINANT, 29 seats. **£6,000**
All vehicles are resprayed in white
MoT'd and subject to VAT @ 17.5%
PENT RISE TRAVEL
0202 579592
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BEDFORD UNICAR YMT, first reg May 1980, 53 seater, new MoT, ideal for works and school contracts. **£2,500 ono + VAT. Tel. 0703 663700.** (22132/BE)

BREAKING BEDFORD MOSELEY CAETANO for spares, all glass available. **Tel. 0222 884648/9.** (22146/BE)

1984 BEDFORD YNT, Wrights Contour, 53 recliners, MoT May 1992, very good condition. **£19,500 + VAT ono. Tel. 0203 373439 (Nuneaton).** (22067/BED)

BEDFORD PJK
29 SEATER, 1982
12 months test and taxed, owned by us since new, good condition, clean inside and out, sale due to update of fleet.
£8,500 + VAT ono
Tel. 061 624 7316
(22095/BE)

1978 BEDFORD YMT, 53 seats, tested 25/4/92, Duple Dominant II, recently rebuilt engine, wheel discs. **£2,950 + VAT**
1977 BEDFORD YMT, 53 seats, tested 19/11/91, Plaxton Supreme 3. **£4,500 + VAT**
Tel. 081-858 0031
(10899/BE)

1979 BEDFORD YLQ PLAXTON SUPREME. MoT 6/92, taxed. **£4,750 + VAT. Tel. 0934 833177.** (22116/BE)
PLAXTON SUPREME. 53 seater, Bedford, turbo engine, retrimmed seats, power door, speed limiter, side locker, rubber floor, P/A system and other extras, excellent condition, must be seen, t&t 4/92. **Sensible offers. Tel. Walter Martin on 0742 745004.** (22115/BE)

S REG BEDFORD YMT Plaxton Supreme, 53 seats, tinted windows, 12 months test, taxed, excellent condition. **£4,250 ono. Johnsons, 0945 772477 (Norfolk).** (22120/BE)

DOMINANT I YRT, 53 seater, Bristol Dome, Telma, MoT January 1992, private plate, extremely good condition, very smart. **£2,000. Tel. 0860 785500.** (22121/BE)

1977 Bedford YMT Moseley Estoril II, 53 seater, body in above average condition, MoT October 1992. **£2,850 + VAT. Greys of Ely. Tel. 0353 662300.** (22069/BE)

BEDFORD SUPREME III, 1977, 10 metre, YLQ 500, 45 seater, new tyres, batteries, tested March 1992, manual door. **£3,250 + VAT. Tel: Turbostyle 0293 862595 (Surrey).** (22131/BE)

S REG BEDFORD YMT, 53 seater, Dominant II Bristol Dome, taxed, no MoT, worth looking at for the price. **£2,000 + VAT. Tel. 0925 415299.** (22091/BED)

BOVA

BOVA EUROPA
52 seats plus courier, choice of two 1982's, 11 months test.
£20,000 each ono + VAT
Tel: 0484 545241
(22066/BO)

BOVA

BOVA FUTURA SHD, 1986, 53 recliners, sunken toilet, TV, video, drinks machine, driver's bunk, 12 months MoT. **£40,000 ono + VAT. BOVA EUROPA,** 1982, 51 recliners plus courier, curtains, Webasto heating. **£24,500 ono + VAT. Tel. 0904 769914.** (10882/BO)

BRISTOL

1980

BRISTOL LHS

ECW bus body. 7ft 6in wide, 27 seats + 8 standees. Very tidy, 5 months MoT.

£6,000 ono + VAT

Tel. 0744 28835

(10881/BR)

DAF

1983 PP DAF

2300 Jonckheere P599, 68 seater + courier, 4 TVs, video, radio/PA, coffee boiler, tinted windows, toilet, fully carpeted, curtains.

Make me an offer

Tel: 061 480 0617 or 0831 267566

(22142/DAF)

1982 DAF PLAXTON MB200

51 R, curtains, tinted windows, courier seat, good condition, MoT April '92.

£17,750 + VAT

Tel: 0279 435890

(22123/DAF)

1983 DAF VANHOOL ACRON

49 seats, recon engine, TV, hot water, toilet, double glazed. **£35,000 + VAT,** p/x considered, HP possible.

Tel. 0222 884648/9

(22124/DAF)

DOUBLE DECKERS

LEYLAND double decker, 72 seats, MoT until July 1992. **Daimler** double decker with Gardner engine, 74 seats, MoT until August 1992. **£3,800 each. Tel Martindale Coaches on 0740 651500.** (21778/DD)

1978 BRISTOL VRT, 74 seats, MoT to September 1992. **£4,900 + VAT. Tel. P. Bowran, PMT 0782 744 744.** (22147/DD)

DUPLE

1987

DUPLE 425

Cummins/ZF automatic, 46 recliners, 3 x TV monitors, wired for video (not supplied), toilet, galley with fridge, water boiler, sink and cupboards, rear continental door.

£45,000 + VAT ono

0202 537568 or 0929 554588

(10791/DU)

FORD

1981 FORD R1114, 53 seats, curtains, tinted windows, full year's MoT, taxed 6 months, **£6,000. 1981 FORD** R1014, 45 seats, tax and tested, **£6,000.** Both vehicles in very good condition and ready to work. **Tel. (0786) 823099 or Mobile (0836) 702484.** (10854/FO)

FORD

53 seat coaches, V W and X registered, Plaxton and Duple bodies all with current MoT's, in superb condition and in daily use until 1st October.

Offers in the region of £4,000 to £8,000 each

***Speak to Peter on* 0689 861432**

(22088/FO)

1976 FORD DUPLE. Short MoT, 49 seats. **£999 ono + VAT. Tel. 021 555 6262.** (10707/FO)

1976 FORD PLAXTON SUPREME II, 53 seater, power door, new engine, new clutch, new MoT, very good condition for year. **£3,500 + VAT. Please tel. 0205 354804.** (22109/FO)

LAG

1986 (Oct – D) LAG PANORAMIC

49 seats/toilet, etc, usual LAG package. Used exclusively on own up-market holiday programme. Choice of 2 both in excellent condition.

Offers around £51,500 + VAT.

Crusader Holidays, Clacton-on-Sea

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(21871/LAG)

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LEYLAND NATIONALS, all tested, in daily use, choice of 10, 52 seater with standees. Prices from **£3,000 each + VAT. Tel. 0484 545241.** (22068/LE)

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LEYLAND LEOPARD

53 seater, semi auto express doors, long MoT, Taxed, New gearbox, Choice of two from

£4,000 to £6,000 + VAT

PSV PRODUCTS 061-273 3202

(22152/LE)

LEYLAND

1983 LEOPARD WADHAM STRINGER VANGUARD. 680 rationalised engine, 6 speed ZF gearbox. **£6,500**

1983 TIGER MARSHALL BODY TL11T, 6 speed ZF gearbox. **£9,500**

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(22112/LE)

NEW UNREGISTERED ELME ORION

39 seater coach Leyland Swift, Courier seat, forced air ventilation, reading lights, tinted glass, large boot.

£45,500 + VAT

Tel. 0253 727211 *For Full Details 24 hr Answerphone*

(10708/LE)

1981 (W REG) LEYLAND LEOPARD

53 seats, tested 17/5/92, Plaxton Supreme 4, wheel discs, still in daily use, radio PA.

£12,500 + VAT

Tel. 081-858 0031

(22051/LEY)

REBODIED LEYLAND LEOPARD to Plaxton Paramount 3200, 53 seater in November 1984, COF April 1992, air door, radio etc, beautiful condition, surplus to requirements, reg no. AEH 227A. **Only £17,000 + VAT. Tel: 0371 872644, Essex, anytime.** (22151/LE)

1983 TIGER PARAMOUNT 3500

48 recliners, rear sunken WC, servery, fridge, wired for TV/video, alarm, Telma, Webasto, Autolube etc. Very nice condition and well maintained.

Part exchange considered for minibuses

Offers

ROEVILLE TOURS 0302 844088

(10890/LEY)

1979 LEYLAND LEOPARD DUPLE DOMINANT MKII

53 seats + courier, semi-auto, tinted windows, new boot, power door.

£11,500 ono + VAT

1981 PP LEYLAND LEOPARD PLAXTON SUPREME V

48 E-type recliner, toilet, semi-auto, tinted windows, power door, drinks machine.

£19,000 ono + VAT

1981 PP LEYLAND TIGER DUPLE DOMINANT IV

48 E-type recliners, toilet, hydracyclic, tinted double glazed windows, power door, drinks machine.

£23,500 ono + VAT

1982 PP LEYLAND TIGER DUPLE DOMINANT III GOLDLINER

46 recliners, toilet, ZF, tinted double glazed windows, recent boot, power door, full soft trim.

£17,000 ono + VAT

Also 8 various Leyland Atlantean (AN 68) M-P Reg.

BEST OFFER SECURES

Tel. Mike on 061 367 8989

(22061/LE)

1983 LEYLAND TIGER

245 H.Y.D. Duple Lazer, 48 recliners & courier, toilet, servery, MoT 25/3/92.

£21,750 ono may p/x

Tel. 0290 61300 office 61647 home

(22092/LE)

FORD TRANSIT (D REG), diesel, 12 seat luxury minicoach, all new PSV conversion, soft trim in blue and grey, extractor, stereo, quad vent, tinted windows, immaculate condition. **£7,500. Tel. 061 338 5332.** (10897/MB)

1979 LEYLAND LEOPARD, 48 seat Plaxton Supreme, MoT 5/92. **£6,500 + VAT. Tel. IOW (0983) 522456 ext 239.** (22052/LE)

LEYLAND

1985 TIGER 24S CARIBBEAN 11, 48 recliners plus courier, rear sunken toilet, d/glazed, Webasto, radio/pa, video, speed limiter, in pristine condition. **£29,500 + VAT. Tel. 0623 870655/ 871577 any trial.** (10713/LE)

1986 Leyland Cub Optare, 33 seats service bus, destination, auto, power steering, power door, semi-coach seats, excellent condition, choice of two. **Offers please. 1980** Leyland Willowbrook, semi-coach seats. **Offers please. Tel. Blythswood Motors 041 221 3165.** (22137/LE)

1973 LEYLAND Leopard Alexander service buses, 53 seats, current MoT at **£3,000 each + VAT. Choice of 2. Tel. (0501) 51316.** (21854/LE)

LEYLAND NATIONALS with and without MoT **from £3,000 + VAT.** Leyland Leopards, 1978, 49 seats, MoT January 1992. **£4,500 + VAT.** Also three defective 1978 Leopards. **£5,000 + VAT. Tel. P. Bowran, PMT 0782 744 744.** (22149/LE)

MCW

1987 (MAY)

MCW METRORIDER

25 coach seats, Cummins 6B, ZF 5-speed, 1 owner.

£18,500 + VAT

ROBINSON, KIMBOLTON

0480 860581

(22090/MCW)

MERCEDES

MERCEDES OPTARE STARRIDER, 33 seats + 8 standees, auto, service bus, registered 1988, MoT 7/92. **£22,000 + VAT. Tel. David on 0322 228538.** (22114/ME)

MERCEDES

1983 MERCEDES 608D

21 reclining seats, excellent condition inside and out, MoT August 1992, just resprayed in white.

£9,000 + VAT

Tel: 0256 397270

(22110/ME)

OPTARE

OPTARE CITYPACER, 25 seats, D reg, new MoT, tinted windows, stereo, Eberspacher, power door, turbo tacho, 5 speed, ideal private hire/local services. **£11,000. Tel. 0860 561515.** (22111/OPT)

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LEYLAND NATIONALS 1978/9, 36 seats, dual doors, excellent condition, currently in everyday service, long test. **£3,500 + VAT. Also** always wanted Bristol RE's, any condition. **Tel. 061 343 3517.** (22107/SD)

VOLVO

1981 PP VOLVO

B58 Viewmaster, 28 reclining seats, toilet, two TVs and video, 6 tables with lamps, full kitchen which includes fridge, servery bar, sink, coffee machine, tinted windows, air door, curtains, fully carpeted, a truly magnificent vehicle.

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Tel: 061 480 0617 or 0831 267566

(22140/VO)

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BEDFORD SBG Duple 41 seat vintage coach, MoT '92, recently retrimmed and refurbished, oiro **£5,000 + VAT. Tel. (0489) 892942 (Hants).** (22082/VV)

VOLVO

1981 PP VOLVO

B58 Viewmaster, 50 recliners, tinted windows, radio PA, power door, under floor lockers.

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(22141/VO)

1982 VOLVO B10M

Servery, fridge, toilet, tinted windows, courier seat, 44 recliners, MoT and taxed.

£23,500 + VAT

Tel. 056 72 732

(22106/VO)

VOLVO

1983 VOLVO B10M

Paramount 3500 6 speed, 49 reclining seats, toilet, wired for video.

£37,000 + VAT

1984 VOLVO B10M

GT Berkhof 12 speed, 60 reclining seats, toilet, wired for video.

£36,000 + VAT

Tel. 0271 43538

(10703/VO)

1980 VOLVO B58 PLAXTON 12 MTR

57 seater, side locker, tinted glass, radio cassette PA, power door, brown moquette, speed limiter, long MoT.

OFFERS

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SHOWSTOPPERS!

Serious orders now being considered for 1992. Do call and view, at Stand 3 forthcoming BCC Show, our superb range of vehicles. Compare prices and you will be amazed just how affordable our vehicles are. Drive into 1992, as many other enlightened mainland operators do, with SETRA.

In Stock

2 only **S 215 HDI (TORNADOS)** the coach with full extras - highly prized by operators, international tour companies and travellers.

1 Only **S 215 HRI (Rational).** Superb 53 seat luxury touring coach. Many fitments as standard.

Special Offer - used Vehicles

1981 **Bristol LHS 33** seat coach. In above-average condition. £18,250 + VAT

1981 **Leyland/Plaxton.** 53 seat coach, reasonable condition £17,500 + VAT.

1982 **MAN 5R280:** 48 reclinerseats full executive. In good condition £29,500 + VAT.

1982 **Daf/Jonckheere Bermuda executive,** 53 recliner seats in very good condition £30,000.

We have a limited number of new vehicles in stock too!

***Please note:* Year of registration does not necessarily denote year of manufacture.**

Telephone for details and deals.

Harry Kell 0932 843685 (Southern Area Manager)

☎ 0522 500115

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Setra. Perfection in coaches.

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VOLVO

SPECIAL OFFER

1984 VOLVO B10M DUPLE CARIBBEAN, 49 seater, toilet fitted

1982 VOLVO B10 JONCKHEERE BERMUDA, 49 seater, toilet and TV fitted

1982 VOLVO B10 JONCKHEERE BERMUDA, 49 seater, toilet fitted.

Available for immediate inspection in Cambridgeshire.

For further details contact
MATTHEW DEW PHENNICUS LTD

Tel. 0480 891642 or 0836 215379 eves

(10896/VO)

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MINIBUSES

HAVE YOU LOST A BUS DUE TO ACCIDENT DAMAGE, MECHANICAL PROBLEMS OR JUST TOO MUCH WORK? DON'T LOSE BUSINESS – LET US HELP WITH SHORT TERM VEHICLE HIRE!!
SERVICE BUS OR COACH SPECIFICATION

Freight Rovers or Mercedes Benz – 507 – 609 – 709 up to 26 seats plus courier.

Delivery & Collection can be arranged.

Call: 0785 760666 anytime Mobile tel: 0831 841523

M.M.S. SPOT HIRE SPECIALISTS

(21587/MB)

1987 D FREIGHT ROVER

Sherpa LWB 350 2.5 diesel Dormobile, 20 + 2 standing, moquette seats, Eberspacher heater, electric entrance doors, MoT February 1992.

£4,000 + VAT

Choice of 12, 16, 18, 20, 25 and 29 seaters available.

Tel: 061 273 3202 or 0850 318585 anytime

(21804/MB)

1989 Renault Master, 15 high back seats, tinted windows, soft trim, plain white, excellent condition, 60,000 miles, tested Feb '92. **£8,995 + VAT. Tel. Mountain Goat Holidays on 05394 45161.** (10789/MB)

1983 BEDFORD CF diesel, 12 seater Minibus, t&t 2/92, good condition, in daily use. **£2,250 + VAT. Tel. 061 788 9496.** (22117/MB)

EXCHANGE WANTED. 1988 FX45 plus taxicab engine, reconditioned cab, refurbished, MoT'd, taxed UK Aug 1992, blue, mint condition, for Talbot Tri-Axle Pullman. **Tel. 010 353 51 86605.** (10755/MB)

1986 FORD TRANSIT SWB, new shape, 11 seater, good condition, COF 1992, **£3,000 + VAT. Tel. 091 265 6747.** (10858/MB)

1986 MERCEDES 307 D

12 seater, exterior white, high roof, tacho, new king pins, drums and discs, etc., MoT 3/4/92.

£6,250 ono + VAT

Tel. 061 789 3369/2147

(22096/MB)

FORD TRANSIT (D REG), diesel, 12 seat luxury minicoach, all new PSV conversion, soft trim in blue and grey, extractor, stereo, quad vent, tinted windows, immaculate condition. **£7,500. Tel. 061 338 5332.** (10897/MB)

1987 IVECO, 18/20 coach seats, power door, 5 speed, diesel, owned from new, low mileage. **Offers please. 1985** Iveco Benja, coachbuilt, 18 coach seats, power door, long test. **Offers please. 1987** (M) Optimo Iveco 6 cyl, 5 speed, 24 seat, air door, low mileage. **Offers please. Tel. Blythswood Motors 041 221 3165.** (22138/MB)

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NEW 24 SEAT MERCEDES 609D MIDI COACH (4 WEEKS DELIVERY)
Standard specification includes; 24 high back moquette seats BY M.T.B., full soft carpet trim, large dropwell boot, off side rear emergency door exit, large full length luggage racks trimmed in carpet, full size (700 x 760) lift up roof vent, 2-speed saloon heater, stereo radio/cassette with 4 speakers, fluorescent saloon lights with night light fittings, bronze tinted body side windows, heavy duty armourflex lino flooring, courtesy panel, fibreglass side skirts, decorative curtains, wheel trims, fire extinguisher, first-aid-kit, and legal lettering.

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NEW 15 SEAT MERCEDES 410D MINI BUS (IMMEDIATE DELIVERY)
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1986 (C) FORD TRANSIT, 16 seater, luxury mini coach, MoT March 1992.

1984 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.

1984 (A) MAN SR280, 53 reclining seats, rear continental door, radio, PA, all white, MoT Jan '92.

1982 (X) LEYLAND TIGER PLAXTON SUPREME V, 57 seats, ZF manual, express doors, double glazed, MoT Feb '92. Choice of two.

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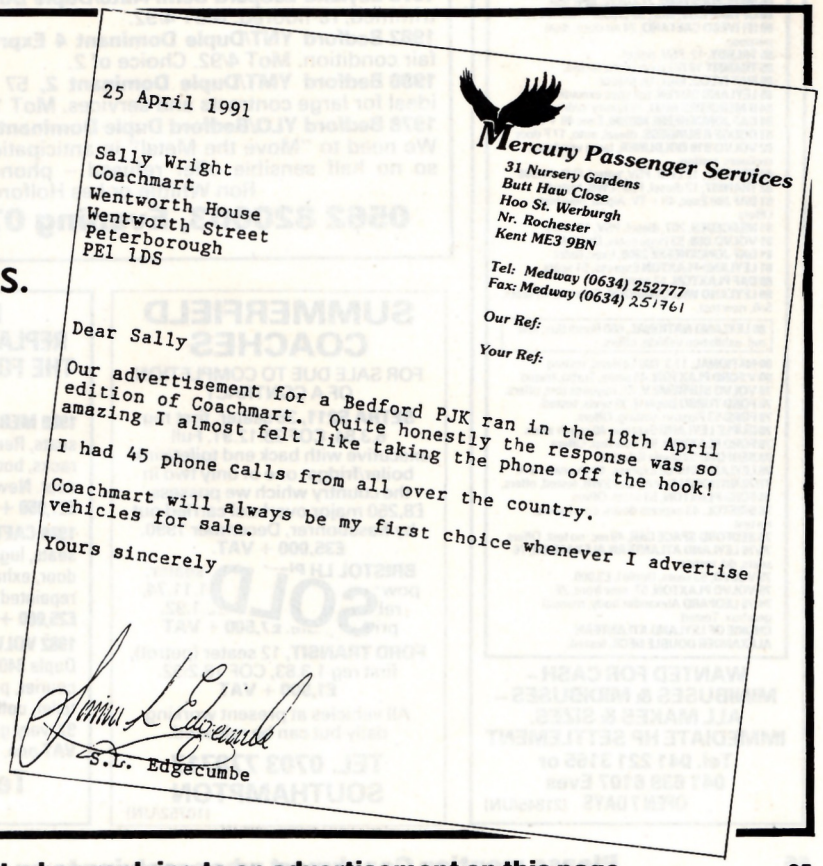

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89 G TRANSIT, 15 diesel, SLD, tested.
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89 G LEYLAND (TALBOT), 16 PSV, testing.
89 F ROVER 12 petrol, SWB.
88 (F) MERCEDES 609D, p/door, 26 coach seats.
88 VOLVO Jonckheere, 51, toilet, TV, d/glazed, low miles.

88 DUPLE 425 Cummins ZF6, Telma, fridge, 50 recliners, toilet, d/glazed, Webasto.

87 IVECO 18 seat, power door.
87 TRANSIT 12, Di, LWB, PSV tested.
87 TALBOT 12, diesel, 5 speed.
87 (D) FREIGHT ROVER, Deansgate, 16 diesel.

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86 MERCEDES 608D, 21 luxury, new test.
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80 DAF PLAXTON, 57 seats.
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80 LEYLAND NATIONAL, 680 Bendi Bus, low mil, exhibition vehicle, offers.

80 NATIONAL, 11.3, 680 Leyland, testing.
80 V FORD PLAXTON, 45 seats, Turbo, tested.
79 VOLVO SUPREME V, ZF, requires test, offers.
79 FORD TURBO Duple II, 35 seats, tested.
79 FORD 53 Plaxton, testing. Offers.
78 DUPLE LEYLAND Express, 49 coach seats.
78 FORD PLAXTON, 53, new test. Offers.
78 BEDFORD 53 Duple II, tested.
78 LEYLAND DUPLE Express, 49 ch seats, S/A.
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76 FORD PLAXTON, 53 seats. Offers.
76 BRISTOL, 43 express doors, coachseats, no test.
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75/76 LEYLAND ATLANTEAN ALEXANDER, 76 seats, dd, tested.
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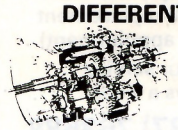

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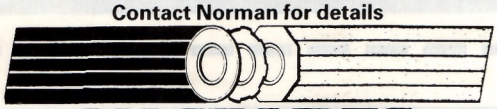

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1988 E MB230LT PLAXTON 3500, 53R + TOILET.
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For details contact Steve Prime, Coach Sales Manager, Toyota (GB) Ltd, The Quadrangle, Redhill, Surrey RH1 1PX. Tel: 0737 768585, Erringtons of Evington, Leicester. Tel: 0533 730421, Salvador Caetano (UK) Ltd, Heather. Tel: 0530 63333, West Durham Coach Sales Ltd, Spennymoor. Tel: 0388 811848, Yeates Bus and Coach Ltd, Loughborough. Tel: 0509 217777.